

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE 3/ | | | | PIECES 3/ | | | | WEIGHT (Pounds) 3/ | | | |
|---|------------|-----------|--------------------------------|---------|------------|------------|--------------------------------|---------|--------------------|-----------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2013 over FY 2012 Amount | Percent | FY 2013 | FY 2012 | FY 2013 over FY 2012 Amount | Percent | FY 2013 | FY 2012 | FY 2013 over FY 2012 Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Letters | 2,935,600 | 3,054,888 | (119,288) | (3.9) | 6,311,746 | 6,706,931 | (395,184) | (5.9) | 198,738 | 212,183 | (13,445) | (6.3) |
| Single-Piece Cards | 90,965 | 90,511 | 455 | 0.5 | 278,186 | 303,319 | (25,134) | (8.3) | 1,776 | 1,938 | (162) | (8.4) |
| Total Single-Piece Letters and Cards | 3,026,566 | 3,145,399 | (118,833) | (3.8) | 6,589,932 | 7,010,250 | (420,318) | (6.0) | 200,513 | 214,121 | (13,607) | (6.4) |
| Presort Letters | 3,609,755 | 3,698,306 | (88,551) | (2.4) | 9,921,768 | 10,282,309 | (360,541) | (3.5) | 526,229 | 543,655 | (17,426) | (3.2) |
| Presort Cards | 154,808 | 147,208 | 7,600 | 5.2 | 644,420 | 670,767 | (26,347) | (3.9) | 5,261 | 5,476 | (216) | (3.9) |
| Total Presort Letters and Cards | 3,764,563 | 3,845,513 | (80,951) | (2.1) | 10,566,187 | 10,953,075 | (386,888) | (3.5) | 531,489 | 549,132 | (17,642) | (3.2) |
| Flats | 661,450 | 695,702 | (34,251) | (4.9) | 509,211 | 541,810 | (32,600) | (6.0) | 103,974 | 110,420 | (6,446) | (5.8) |
| Parcels | 155,157 | 188,117 | (32,960) | (17.5) | 67,625 | 89,263 | (21,639) | (24.2) | 21,472 | 28,489 | (7,017) | (24.6) |
| Domestic Negotiated Serv. Agreement Mail | 20,874 | 18,890 | 1,984 | 10.5 | 57,229 | 52,387 | 4,842 | 9.2 | 3,535 | 3,315 | 220 | 6.6 |
| Outbound First-Class Mail International | 218,087 | 196,595 | 21,492 | 10.9 | 85,280 | 88,842 | (3,562) | (4.0) | 16,603 | 14,901 | 1,701 | 11.4 |
| Inbound Intl. Letter-Post Single-Piece & NSA Mail | 75,439 | 77,827 | (2,388) | (3.1) | 110,662 | 125,047 | (14,385) | (11.5) | 27,878 | 26,693 | 1,185 | 4.4 |
| First-Class Mail Fees | 33,944 | 38,672 | (4,728) | (12.2) | - | - | - | - | - | - | - | - |
| First-Class Dom. NSA Mail Fees | - | - | - | - | - | - | - | - | - | - | - | - |
| Total First-Class Mail | 7,956,080 | 8,206,715 | (250,636) | (3.1) | 17,986,126 | 18,860,676 | (874,550) | (4.6) | 905,465 | 947,071 | (41,606) | (4.4) |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation Letters | 204,696 | 185,603 | 19,092 | 10.3 | 1,469,439 | 1,359,895 | 109,545 | 8.1 | 58,642 | 56,531 | 2,111 | 3.7 |
| High Density and Saturation Flats & Parcels | 533,171 | 508,385 | 24,787 | 4.9 | 3,164,575 | 3,029,362 | 135,213 | 4.5 | 575,583 | 578,560 | (2,977) | (0.5) |
| Carrier Route | 791,325 | 677,020 | 114,306 | 16.9 | 3,314,000 | 2,797,934 | 516,066 | 18.4 | 647,993 | 621,532 | 26,461 | 4.3 |
| Letters | 2,398,717 | 2,422,914 | (24,197) | (1.0) | 12,549,115 | 12,656,051 | (106,936) | (0.8) | 621,084 | 665,279 | (44,195) | (6.6) |
| Flats | 603,758 | 624,844 | (21,087) | (3.4) | 1,637,124 | 1,707,947 | (70,823) | (4.1) | 399,565 | 426,882 | (27,318) | (6.4) |
| Parcels 2/ | 20,572 | 196,914 | (176,342) | (89.6) | 20,770 | 214,109 | (193,340) | (90.3) | 6,542 | 92,481 | (85,939) | (92.9) |
| Every Door Direct Mail Retail | 31,608 | 8,133 | 23,475 | 288.6 | 222,594 | 57,277 | 165,317 | 288.6 | 28,234 | 7,265 | 20,969 | 288.6 |
| Domestic Negotiated Serv. Agreement Mail | 55,046 | 47,488 | 7,559 | 15.9 | 264,887 | 230,130 | 34,757 | 15.1 | 11,342 | 10,672 | 670 | 6.3 |
| Inbound Intl. Negotiated Serv. Agreement Mail | 4 | 65 | (61) | (94.0) | 6 | 128 | (123) | (95.6) | 2 | 24 | (21) | (89.8) |
| Standard Mail Fees | 15,177 | 17,883 | (2,707) | (15.1) | - | - | - | - | - | - | - | - |
| Standard Mail Dom. NSA Mail Fees | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Standard Mail | 4,654,074 | 4,689,249 | (35,175) | (0.8) | 22,642,510 | 22,052,833 | 589,676 | 2.7 | 2,348,987 | 2,459,226 | (110,239) | (4.5) |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 17,156 | 17,492 | (336) | (1.9) | 155,231 | 161,929 | (6,698) | (4.1) | 49,275 | 50,597 | (1,322) | (2.6) |
| Outside County | 407,062 | 424,169 | (17,107) | (4.0) | 1,485,318 | 1,565,707 | (80,390) | (5.1) | 583,753 | 607,629 | (23,876) | (3.9) |
| Periodicals Mail Fees | 2,169 | 2,289 | (119) | (5.2) | - | - | - | - | - | - | - | - |
| Total Periodicals Mail | 426,388 | 443,950 | (17,562) | (4.0) | 1,640,548 | 1,727,636 | (87,088) | (5.0) | 633,028 | 658,227 | (25,198) | (3.8) |
| Package Services Mail: | | | | | | | | | | | | |
| Parcel Post / Alaska Bypass | 248,964 | 239,191 | 9,774 | 4.1 | 22,609 | 22,707 | (98) | (0.4) | 153,528 | 148,853 | 4,675 | 3.1 |
| Inbound Intl. Surface Parcel Post (at UPU Rates) | 5,798 | 4,656 | 1,142 | 24.5 | 321 | 346 | (26) | (7.4) | 4,785 | 4,782 | 4 | 0.1 |
| Inbound Intl. Negotiated Service Agreement Mail | 2 | 5 | (3) | (56.1) | 1 | 2 | (1) | (59.9) | 3 | 4 | (1) | (32.8) |
| Bound Printed Matter Flats | 50,334 | 51,778 | (1,444) | (2.8) | 65,565 | 67,245 | (1,680) | (2.5) | 99,951 | 100,971 | (1,020) | (1.0) |
| Bound Printed Matter Parcels | 71,250 | 76,777 | (5,526) | (7.2) | 57,485 | 61,772 | (4,288) | (6.9) | 153,713 | 170,830 | (17,117) | (10.0) |
| Media and Library Mail | 77,376 | 81,572 | (4,196) | (5.1) | 23,901 | 26,208 | (2,307) | (8.8) | 56,369 | 62,506 | (6,137) | (9.8) |
| Package Services Mail Fees | 776 | 873 | (97) | (11.1) | - | - | - | - | - | - | - | - |
| Total Package Services Mail | 454,501 | 454,852 | (350) | (0.1) | 169,881 | 178,281 | (8,400) | (4.7) | 468,348 | 487,945 | (19,597) | (4.0) |

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE 3/ | | | | PIECES 3/ | | | | WEIGHT (Pounds) 3/ | | | |
|---|------------|------------|----------------------|---------|------------|------------|----------------------|---------|--------------------------|-----------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2013 over FY 2012 | Percent | FY 2013 | FY 2012 | FY 2013 over FY 2012 | Percent | FY 2013 | FY 2012 | FY 2013 over FY 2012 | Percent |
| ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== |
| U.S. Postal Service Mail | - | - | - | - | 218,144 | 159,954 | 58,191 | 36.4 | 41,537 | 40,940 | 597 | 1.5 |
| Free Mail | - | - | - | - | 13,553 | 14,301 | (748) | (5.2) | 5,247 | 6,554 | (1,307) | (19.9) |
| Total Market Dominant Mail | 13,491,043 | 13,794,766 | (303,723) | (2.2) | 42,670,763 | 42,993,680 | (322,918) | (0.8) | 4,402,613 | 4,599,963 | (197,349) | (4.3) |
| Ancillary Services: | | | | | | | | | | | | |
| Certified Mail | 153,294 | 165,163 | (11,869) | (7.2) | 51,965 | 57,952 | (5,987) | (10.3) | | | | |
| Collect on Delivery | 1,155 | 1,569 | (414) | (26.4) | 134 | 192 | (58) | (30.4) | | | | |
| Delivery Confirmation | 45,901 | 77,408 | (31,507) | (40.7) | 603,409 | 496,843 | 106,566 | 21.4 | | | | |
| Insurance | 32,717 | 32,598 | 119 | 0.4 | 9,318 | 9,729 | (411) | (4.2) | | | | |
| Registered Mail | 7,676 | 9,839 | (2,163) | (22.0) | 459 | 595 | (136) | (22.9) | | | | |
| Return Receipts | 74,271 | 102,720 | (28,449) | (27.7) | 35,488 | 42,841 | (7,353) | (17.2) | | | | |
| Stamped Envelopes and Cards | 12,594 | 9,691 | 2,902 | 29.9 | - | - | - | - | | | | |
| Other Domestic Ancillary Services | 20,083 | 15,077 | 5,005 | 33.2 | 7,964 | 6,646 | 1,318 | 19.8 | | | | |
| International Ancillary Services | 7,617 | 6,785 | 832 | 12.3 | 4,317 | 3,902 | 415 | 10.6 | | | | |
| Total Ancillary Services | 355,307 | 420,851 | (65,544) | (15.6) | 713,055 | 618,701 | 94,353 | 15.3 | | | | |
| Special Services: | | | | | | | | | | | | |
| Money Orders | 37,571 | 41,837 | (4,266) | (10.2) | 25,626 | 27,159 | (1,533) | (5.6) | | | | |
| Post Office Box Service | 89,732 | 200,076 | (110,344) | (55.2) | 8,966 | 45,830 | (36,864) | (80.4) | | | | |
| Other Domestic Special Services | 23,776 | 24,736 | (960) | (3.9) | 570 | 779 | (209) | (26.9) | | | | |
| Other International Special Services | 12 | 32 | (20) | (62.7) | 89 | 16 | 73 | 0.0 | | | | |
| Total Additional Special Services | 151,090 | 266,681 | (115,590) | (43.3) | 35,250 | 73,784 | (38,533) | (52.2) | | | | |
| Total Market Dominant Services | 506,397 | 687,531 | (181,134) | (26.3) | 748,305 | 692,485 | 55,820 | 8.1 | | | | |
| Total Market Dominant Mail and Services | 13,997,440 | 14,482,297 | (484,857) | (3.3) | | | | | | | | |
| Other Market Dominant Revenue | 189,690 | 191,016 | (1,326) | (0.7) | | | | | | | | |
| Total Market Dominant Revenue | 14,187,130 | 14,673,314 | (486,184) | (3.3) | | | | | | | | |
| | | | | | | | | | Service Transactions | | | |
| | | | | | | | | | U.S. Postal Service Mail | | | |
| | | | | | | | | | Quarter 1, FY 2013 1/ | | | |
| | | | | | | | | | ===== | | | |
| | | | | | | | | | Ancillary Services | | 6,703 | |
| | | | | | | | | | Other Services | | 414 | |
| | | | | | | | | | Total | | 7,116 | |

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE 3/ | | | | PIECES 3/ | | | | WEIGHT (Pounds) 3/ | | | |
|---|------------|-----------|----------------------|---------|-----------|---------|----------------------|---------|--------------------|-----------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2013 over FY 2012 | Percent | FY 2013 | FY 2012 | FY 2013 over FY 2012 | Percent | FY 2013 | FY 2012 | FY 2013 over FY 2012 | Percent |
| | | | Amount | | | | Amount | | | | Amount | |
| Express Mail: | | | | | | | | | | | | |
| Total Express Mail | 206,752 | 202,574 | 4,178 | 2.1 | 9,980 | 10,209 | (229) | (2.2) | 11,694 | 11,220 | 475 | 4.2 |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service | 291,810 | 206,585 | 85,225 | 41.3 | 136,463 | 99,788 | 36,675 | 36.8 | 46,301 | 34,128 | 12,173 | 35.7 |
| Standard Post Mail: | | | | | | | | | | | | |
| Total Standard Post | 0 | 0 | - | - | 0 | 0 | - | - | 0 | 0 | - | - |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 1,726,695 | 1,720,306 | 6,389 | 0.4 | 233,474 | 233,354 | 121 | 0.1 | 505,705 | 508,645 | (2,940) | (0.6) |
| Parcel Select Mail: | | | | | | | | | | | | |
| Total Parcel Select Mail 2/ | 521,641 | 255,007 | 266,634 | 104.6 | 359,509 | 134,916 | 224,593 | 166.5 | 633,159 | 544,288 | 88,871 | 16.3 |
| Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 28,831 | 26,581 | 2,250 | 8.5 | 11,829 | 10,705 | 1,124 | 10.5 | 37,324 | 35,415 | 1,910 | 5.4 |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | 249,286 | 274,175 | (24,890) | (9.1) | 6,029 | 7,431 | (1,402) | (18.9) | 35,127 | 39,387 | (4,260) | (10.8) |
| Outbound International Expedited Services | 89,210 | 99,852 | (10,642) | (10.7) | 1,653 | 2,069 | (417) | (20.1) | 7,837 | 8,390 | (553) | (6.6) |
| Other Outbound International Mail | 101,130 | 83,950 | 17,181 | 20.5 | 58,882 | 64,543 | (5,662) | (8.8) | 15,724 | 14,093 | 1,631 | 11.6 |
| Inbound International | 59,402 | 60,045 | (643) | (1.1) | 4,611 | 4,706 | (95) | (2.0) | 25,292 | 27,489 | (2,198) | (8.0) |
| International Mail Fees | 26 | 19 | 7 | 37.0 | - | - | - | - | - | - | - | - |
| Total International Mail | 499,054 | 518,041 | (18,987) | (3.7) | 71,175 | 78,750 | (7,576) | (9.6) | 83,979 | 89,359 | (5,380) | (6.0) |
| Total Competitive Mail | 3,274,782 | 2,929,093 | 345,689 | 11.8 | 822,431 | 567,722 | 254,709 | 44.9 | 1,318,163 | 1,223,055 | 95,109 | 7.8 |

COMPETITIVE PRODUCTS
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FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE 3/ | | | | PIECES 3/ | | | | WEIGHT (Pounds) 3/ | | | |
|---|------------|-----------|----------------------|---------|-----------|---------|----------------------|---------|--------------------|---------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2013 over FY 2012 | | FY 2013 | FY 2012 | FY 2013 over FY 2012 | | FY 2013 | FY 2012 | FY 2013 over FY 2012 | |
| | | | Amount | Percent | | | Amount | Percent | | | Amount | Percent |
| Ancillary Services: | | | | | | | | | | | | |
| Other Domestic Ancillary Services | 359 | 196 | 163 | 82.9 | 75 | 40 | 34 | 85.2 | | | | |
| International Ancillary Services | 2,305 | 2,692 | (387) | (14.4) | 463 | 588 | (126) | (21.3) | | | | |
| Total Ancillary Services | 2,664 | 2,888 | (225) | (7.8) | 538 | 629 | (91) | (14.5) | | | | |
| Special Services: | | | | | | | | | | | | |
| Premium Forwarding Service | 8,241 | 8,247 | (7) | (0.1) | 499 | 502 | (4) | (0.8) | | | | |
| Intl. Money Orders & Money Transfer Service | 364 | 426 | (62) | (14.5) | 42 | 48 | (6) | (11.6) | | | | |
| Other Domestic Special Services | 171,447 | 38,811 | 132,636 | 341.8 | 27,138 | 28,693 | (1,555) | (5.4) | | | | |
| Other International Special Services | - | - | - | - | - | - | - | - | | | | |
| Total Special Services | 180,051 | 47,484 | 132,567 | 279.2 | 27,679 | 29,243 | (1,564) | (5.3) | | | | |
| Total Competitive Services | 182,715 | 50,372 | 132,343 | 262.7 | 28,216 | 29,872 | (1,656) | (5.5) | | | | |
| Total Competitive Mail and Services | 3,457,497 | 2,979,465 | 478,032 | 16.0 | | | | | | | | |
| Other Competitive Revenue | 20,839 | 30,049 | (9,210) | (30.7) | | | | | | | | |
| Total Competitive Revenue | 3,478,335 | 3,009,514 | 468,822 | 15.6 | | | | | | | | |

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE 3/ | | | | PIECES 3/ | | | | WEIGHT (Pounds) 3/ | | | |
|---------------------------------------|------------|------------|----------------------|---------|------------|------------|----------------------|---------|--------------------|-----------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | | FY 2013 over FY 2012 | | FY 2013 | | FY 2013 over FY 2012 | | FY 2013 | | FY 2013 over FY 2012 | |
| | FY 2013 | FY 2012 | Amount | Percent | FY 2013 | FY 2012 | Amount | Percent | FY 2013 | FY 2012 | Amount | Percent |
| Total Market Dominant and Competitive | | | | | | | | | | | | |
| Total All Mail | 16,765,825 | 16,723,859 | 41,966 | 0.3 | 43,493,194 | 43,561,402 | (68,209) | (0.2) | 5,720,777 | 5,823,017 | (102,241) | (1.8) |
| Total All Services | 689,112 | 737,903 | (48,791) | (6.6) | 776,522 | 722,357 | 54,165 | 7.5 | | | | |
| Total All Mail and Services | 17,454,937 | 17,461,762 | (6,825) | (0.0) | | | | | | | | |
| Total All Other Revenue | 210,528 | 221,065 | (10,537) | (4.8) | | | | | | | | |
| Total All Revenue | 17,665,465 | 17,682,827 | (17,362) | (0.1) | | | | | | | | |

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.

3/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

2/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.

3/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|------------|------------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Letters | 2,935,600 | 3,054,888 | (119,288) | (3.9) | 6,311,746 | 6,706,931 | (395,184) | (5.9) | 198,738 | 212,183 | (13,445) | (6.3) |
| Single-Piece Cards | 90,965 | 90,511 | 455 | 0.5 | 278,186 | 303,319 | (25,134) | (8.3) | 1,776 | 1,938 | (162) | (8.4) |
| Total Single-Piece Letters and Cards | 3,026,566 | 3,145,399 | (118,833) | (3.8) | 6,589,932 | 7,010,250 | (420,318) | (6.0) | 200,513 | 214,121 | (13,607) | (6.4) |
| Presort Letters | 3,609,755 | 3,698,306 | (88,551) | (2.4) | 9,921,768 | 10,282,309 | (360,541) | (3.5) | 526,229 | 543,655 | (17,426) | (3.2) |
| Presort Cards | 154,808 | 147,208 | 7,600 | 5.2 | 644,420 | 670,767 | (26,347) | (3.9) | 5,261 | 5,476 | (216) | (3.9) |
| Total Presort Letters and Cards | 3,764,563 | 3,845,513 | (80,951) | (2.1) | 10,566,187 | 10,953,075 | (386,888) | (3.5) | 531,489 | 549,132 | (17,642) | (3.2) |
| Flats | 4,823 | 6,601 | (1,778) | (26.9) | 3,724 | 4,873 | (1,149) | (23.6) | 1,207 | 1,670 | (463) | (27.7) |
| Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Domestic Negotiated Serv. Agreement Mail | 20,874 | 18,890 | 1,984 | 10.5 | 57,229 | 52,387 | 4,842 | 9.2 | 3,535 | 3,315 | 220 | 6.6 |
| Outbound First-Class Mail International | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Letter-Post Single-Piece & NSA M. | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| First-Class Mail Fees | 13,063 | 14,947 | (1,884) | (12.6) | 0 | 129,198 | (129,198) | (100.0) | 0 | 0 | 0 | 0.0 |
| First-Class Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total First-Class Mail | 6,829,888 | 7,031,350 | (201,462) | (2.9) | 17,217,073 | 18,149,783 | (932,711) | (5.1) | 736,745 | 768,237 | (31,492) | (4.1) |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation Letters | 204,696 | 185,603 | 19,092 | 10.3 | 1,469,439 | 1,359,895 | 109,545 | 8.1 | 58,642 | 56,531 | 2,111 | 3.7 |
| High Density and Saturation Flats & Parcels | 19,473 | 19,829 | (356) | (1.8) | 138,027 | 139,472 | (1,445) | (1.0) | 6,114 | 6,563 | (449) | (6.8) |
| Carrier Route | 6,549 | 4,682 | 1,867 | 39.9 | 31,986 | 23,614 | 8,373 | 35.5 | 1,149 | 1,012 | 137 | 13.5 |
| Letters | 2,398,686 | 2,422,885 | (24,199) | (1.0) | 12,549,115 | 12,656,051 | (106,936) | (0.8) | 621,084 | 665,279 | (44,195) | (6.6) |
| Flats | 713 | 520 | 193 | 37.2 | 1,649 | 1,060 | 589 | 55.6 | 417 | 277 | 140 | 50.7 |
| Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Every Door Direct Mail Retail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Domestic Negotiated Serv. Agreement Mail | 55,046 | 47,488 | 7,559 | 15.9 | 264,887 | 230,130 | 34,757 | 15.1 | 11,342 | 10,672 | 670 | 6.3 |
| Inbound Intl. Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Standard Mail | 2,685,163 | 2,681,007 | 4,156 | 0.2 | 14,455,105 | 14,410,222 | 44,883 | 0.3 | 698,748 | 740,334 | (41,586) | (5.6) |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 334 | 378 | (44) | (11.6) | 4,020 | 4,825 | (805) | (16.7) | 215 | 216 | (1) | (0.3) |
| Outside County | 2,352 | 2,728 | (376) | (13.8) | 10,358 | 12,511 | (2,153) | (17.2) | 874 | 1,030 | (155) | (15.1) |
| Periodicals Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Periodicals Mail | 2,685 | 3,106 | (420) | (13.5) | 14,378 | 17,336 | (2,958) | (17.1) | 1,089 | 1,245 | (156) | (12.5) |
| Package Services Mail: | | | | | | | | | | | | |
| Parcel Post / Alaska Bypass | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Surface Parcel Post (at UPU Rate: | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Service Agreement Ma | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Bound Printed Matter Flats | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Bound Printed Matter Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Media and Library Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Package Services Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Package Services Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |

LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------------------------------|------------|------------|--------------------------------|---------------------------------|-----------------|-----------|--------------------------------|---------------------------------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent |
| U.S. Postal Service Mail | 0 | 0 | 0 | 0 | 204,877 | 145,345 | 59,532 | 41 | 5,009 | 3,699 | 1,311 | 35 |
| Free Mail | 0 | 0 | 0 | 0 | 2,674 | 2,686 | (12) | (0) | 167 | 151 | 16 | 10 |
| Total Market Dominant Mail | 9,517,737 | 9,715,463 | (197,726) | (2) | 31,894,106 | 32,725,372 | (831,266) | (3) | 1,441,759 | 1,513,666 | (71,908) | (5) |
| Ancillary Services: | | | | | | | | | | | | |
| Certified Mail | | | | | | | | | | | | |
| Collect on Delivery | | | | | | | | | | | | |
| Delivery Confirmation | | | | | | | | | | | | |
| Insurance | | | | | | | | | | | | |
| Registered Mail | | | | | | | | | | | | |
| Return Receipts | | | | | | | | | | | | |
| Stamped Envelopes and Cards | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Money Orders | | | | | | | | | | | | |
| Post Office Box Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Additional Special Services | | | | | | | | | | | | |
| Total Market Dominant Services | | | | | | | | | | | | |
| Total Market Dominant Mail and Services | 9,517,737 | 9,715,463 | (197,726) | (2) | | | | | | | | |
| Other Market Dominant Revenue | | | | | | | | | | | | |
| Total Market Dominant Revenue | 9,517,737 | 9,715,463 | (197,726) | (2) | | | | | | | | |

**LETTER MAIL
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)**

| Service Category | REVENUE | | | | | PIECES | | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------------------------------|--|-----------|---------|--------------------------------|---------------------------------|--|-----------------|---------|--------------------------------|---------------------------------|
| | Quarter 1 | | Change | | | Quarter 1 | | Change | | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent |
| Express Mail: | | | | | | | | | | | | | | |
| Total Express Mail | | | | | | | | | | | | | | |
| First-Class Package Service: | | | | | | | | | | | | | | |
| Total First Class Package Service 2/ | 0 | 0 | 0 | 0.0 | | 0 | 0 | 0 | 0.0 | | 0 | 0 | 0 | 0.0 |
| Standard Post Mail: | | | | | | | | | | | | | | |
| Total Standard Post | 0 | 0 | 0 | 0.0 | | 0 | 0 | 0 | 0.0 | | 0 | 0 | 0 | 0.0 |
| Priority Mail: | | | | | | | | | | | | | | |
| Total Priority Mail | 4,585 | 7,310 | (2,725) | (37.3) | | 1,019 | 1,634 | (615) | (37.6) | | 72 | 97 | (25) | (25.6) |
| Parcel Select Mail: | | | | | | | | | | | | | | |
| Total Parcel Select Mail | 0 | 0 | 0 | 0.0 | | 0 | 0 | 0 | 0.0 | | 0 | 0 | 0 | 0.0 |
| Parcel Return Service Mail: | | | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 0 | 0 | 0 | 0.0 | | 0 | 0 | 0 | 0.0 | | 0 | 0 | 0 | 0.0 |
| International Mail: | | | | | | | | | | | | | | |
| Outbound Priority Mail International | | | | | | | | | | | | | | |
| Outbound International Expedited Services | | | | | | | | | | | | | | |
| Other Outbound International Mail | | | | | | | | | | | | | | |
| Inbound International | | | | | | | | | | | | | | |
| International Mail Fees | | | | | | | | | | | | | | |
| Total International Mail | | | | | | | | | | | | | | |
| Total Competitive Mail | 4,585 | 7,310 | (2,725) | (37.3) | | 1,019 | 1,634 | (615) | (37.6) | | 72 | 97 | (25) | (25.6) |

LETTER MAIL
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Ancillary Services: | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Premium Forwarding Service | | | | | | | | | | | | |
| Intl. Money Orders & Money Transfer Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Special Services | | | | | | | | | | | | |
| Total Competitive Services | | | | | | | | | | | | |
| Total Competitive Mail and Services | 4,585 | 7,310 | (2,725) | (37.3) | 1,019 | 1,634 | (615) | (37.6) | 72 | 97 | (25) | (25.6) |
| Other Competitive Revenue | | | | | | | | | | | | |
| Total Competitive Revenue | 4,585 | 7,310 | (2,725) | (37.3) | 1,019 | 1,634 | (615) | (37.6) | 72 | 97 | (25) | (25.6) |

LETTER MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---------------------------------------|-----------|-----------|--------------------------------|---------------------------------|------------|------------|--------------------------------|---------------------------------|-----------------|-----------|--------------------------------|---------------------------------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent |
| Total Market Dominant and Competitive | | | | | | | | | | | | |
| Total All Mail | 9,522,322 | 9,722,773 | (200,451) | (2.1) | 31,895,126 | 32,727,006 | (831,880) | (2.5) | 1,441,831 | 1,513,764 | (71,933) | (4.8) |
| Total All Services | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total All Mail and Services | 9,522,322 | 9,722,773 | (200,451) | (2.1) | 31,895,126 | 32,727,006 | (831,880) | (2.5) | 1,441,831 | 1,513,764 | (71,933) | (4.8) |
| Total All Other Revenue | | | | | | | | | | | | |
| Total All Revenue | 9,522,322 | 9,722,773 | (200,451) | (2.1) | | | | | | | | |

TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|-----------|-----------|--------------------------------|---------|-----------------|-----------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Flats | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Single-Piece Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Single-Piece Flats and Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Presort Flats | 0 | 0 | (0) | (93.6) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Presort Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Presort Flats and Cards | 0 | 0 | (0) | (93.6) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Flats | 656,628 | 689,101 | (32,473) | (4.7) | 505,487 | 536,938 | (31,451) | (5.9) | 102,767 | 108,750 | (5,983) | (5.5) |
| Parcels | 21,933 | 26,432 | (4,499) | (17.0) | 11,832 | 15,285 | (3,454) | (22.6) | 3,118 | 3,960 | (842) | (21.3) |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outbound First-Class Mail International | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Letter-Post Single-Piece & NSA M. | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| First-Class Mail Fees | 1,138 | 1,077 | 61 | 5.6 | 0 | 7,582 | (7,582) | (100.0) | 0 | 0 | 0 | 0.0 |
| First-Class Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total First-Class Mail | 679,698 | 716,610 | (36,911) | (5.2) | 517,318 | 559,805 | (42,487) | (7.6) | 105,885 | 112,711 | (6,825) | (6.1) |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation Flats | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| High Density and Saturation Flats & Parcels | 513,621 | 488,290 | 25,331 | 5.2 | 3,026,393 | 2,889,337 | 137,056 | 4.7 | 569,399 | 571,738 | (2,339) | (0.4) |
| Carrier Route | 784,754 | 672,230 | 112,524 | 16.7 | 3,281,978 | 2,774,169 | 507,809 | 18.3 | 646,837 | 620,438 | 26,399 | 4.3 |
| Flats | 30 | 28 | 2 | 8.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Flats | 602,603 | 623,932 | (21,329) | (3.4) | 1,634,486 | 1,706,026 | (71,540) | (4.2) | 399,115 | 426,569 | (27,454) | (6.4) |
| Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Every Door Direct Mail Retail | 31,608 | 8,133 | 23,475 | 288.6 | 222,594 | 57,277 | 165,317 | 288.6 | 28,234 | 7,265 | 20,969 | 288.6 |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Standard Mail | 1,932,616 | 1,792,614 | 140,002 | 7.8 | 8,165,451 | 7,426,809 | 738,641 | 9.9 | 1,643,586 | 1,626,010 | 17,576 | 1.1 |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 16,795 | 17,081 | (287) | (1.7) | 151,026 | 156,895 | (5,869) | (3.7) | 48,971 | 50,267 | (1,296) | (2.6) |
| Outside County | 403,547 | 420,429 | (16,882) | (4.0) | 1,473,585 | 1,551,786 | (78,200) | (5.0) | 580,223 | 604,580 | (24,356) | (4.0) |
| Periodicals Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Periodicals Mail | 420,341 | 437,510 | (17,169) | (3.9) | 1,624,611 | 1,708,681 | (84,070) | (4.9) | 629,195 | 654,847 | (25,652) | (3.9) |
| Package Services Mail: | | | | | | | | | | | | |
| Parcel Post / Alaska Bypass | 935 | 1,386 | (451) | (32.5) | 175 | 258 | (83) | (32.1) | 208 | 296 | (88) | (29.7) |
| Inbound Intl. Surface Parcel Post (at UPU Rate: | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Service Agreement Ma | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Bound Printed Matter Flats | 50,334 | 51,778 | (1,444) | (2.8) | 65,565 | 67,245 | (1,680) | (2.5) | 99,951 | 100,971 | (1,020) | (1.0) |
| Bound Printed Matter Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Media and Library Mail | 5,966 | 6,041 | (76) | (1.2) | 2,299 | 2,354 | (55) | (2.3) | 2,033 | 2,387 | (354) | (14.8) |
| Package Services Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Package Services Mail | 57,235 | 59,205 | (1,970) | (3.3) | 68,039 | 69,858 | (1,818) | (2.6) | 102,192 | 103,654 | (1,462) | (1.4) |

FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------------------------------|------------|-----------|--------------------------------|---------------------------------|-----------------|-----------|--------------------------------|---------------------------------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent |
| U.S. Postal Service Mail | 0 | 0 | 0 | 0 | 8,211 | 9,414 | (1,203) | (13) | 1,906 | 1,878 | 28 | 1 |
| Free Mail | 0 | 0 | 0 | 0 | 2,259 | 1,760 | 498 | 28 | 512 | 420 | 91 | 22 |
| Total Market Dominant Mail | 3,089,891 | 3,005,939 | 83,952 | 3 | 10,385,889 | 9,776,328 | 609,562 | 6 | 2,483,275 | 2,499,520 | (16,245) | (1) |
| Ancillary Services: | | | | | | | | | | | | |
| Certified Mail | | | | | | | | | | | | |
| Collect on Delivery | | | | | | | | | | | | |
| Delivery Confirmation | | | | | | | | | | | | |
| Insurance | | | | | | | | | | | | |
| Registered Mail | | | | | | | | | | | | |
| Return Receipts | | | | | | | | | | | | |
| Stamped Envelopes and Cards | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Money Orders | | | | | | | | | | | | |
| Post Office Box Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Additional Special Services | | | | | | | | | | | | |
| Total Market Dominant Services | | | | | | | | | | | | |
| Total Market Dominant Mail and Services | 3,089,891 | 3,005,939 | 83,952 | 3 | | | | | | | | |
| Other Market Dominant Revenue | | | | | | | | | | | | |
| Total Market Dominant Revenue | 3,089,891 | 3,005,939 | 83,952 | 3 | | | | | | | | |

**FLAT MAIL
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)**

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Express Mail: | | | | | | | | | | | | |
| Total Express Mail | | | | | | | | | | | | |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service 2/ | 11,647 | 15,224 | (3,576) | (23.5) | 6,095 | 8,325 | (2,231) | (26.8) | 1,328 | 1,796 | (468) | (26.1) |
| Standard Post Mail: | | | | | | | | | | | | |
| Total Standard Post | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 206,414 | 206,923 | (509) | (0.2) | 39,718 | 40,952 | (1,235) | (3.0) | 29,912 | 30,219 | (307) | (1.0) |
| Parcel Select Mail: | | | | | | | | | | | | |
| Total Parcel Select Mail | 1 | 4 | (4) | (83.7) | 0 | 1 | (1) | (88.5) | 0 | 1 | (1) | (98.0) |
| Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | | | | | | | | | | | | |
| Outbound International Expedited Services | | | | | | | | | | | | |
| Other Outbound International Mail | | | | | | | | | | | | |
| Inbound International | | | | | | | | | | | | |
| International Mail Fees | | | | | | | | | | | | |
| Total International Mail | | | | | | | | | | | | |
| Total Competitive Mail | 218,062 | 222,151 | (4,089) | (1.8) | 45,813 | 49,278 | (3,466) | (7.0) | 31,241 | 32,016 | (776) | (2.4) |

FLAT MAIL
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------------------------------|-----------|---------|--------------------------------|---------------------------------|-----------------|---------|--------------------------------|---------------------------------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent |
| Ancillary Services: | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Premium Forwarding Service | | | | | | | | | | | | |
| Intl. Money Orders & Money Transfer Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Special Services | | | | | | | | | | | | |
| Total Competitive Services | | | | | | | | | | | | |
| Total Competitive Mail and Services | 218,062 | 222,151 | (4,089) | (1.8) | 45,813 | 49,278 | (3,466) | (7.0) | 31,241 | 32,016 | (776) | (2.4) |
| Other Competitive Revenue | | | | | | | | | | | | |
| Total Competitive Revenue | 218,062 | 222,151 | (4,089) | (1.8) | 45,813 | 49,278 | (3,466) | (7.0) | 31,241 | 32,016 | (776) | (2.4) |

FLAT MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---------------------------------------|-----------|-----------|--------------------------------|---------|------------|-----------|--------------------------------|---------|-----------------|-----------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Total Market Dominant and Competitive | | | | | | | | | | | | |
| Total All Mail | 3,307,953 | 3,228,090 | 79,863 | 2.5 | 10,431,702 | 9,825,606 | 606,096 | 6.2 | 2,514,516 | 2,531,537 | (17,021) | (0.7) |
| Total All Services | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total All Mail and Services | 3,307,953 | 3,228,090 | 79,863 | 2.5 | 10,431,702 | 9,825,606 | 606,096 | 6.2 | 2,514,516 | 2,531,537 | (17,021) | (0.7) |
| Total All Other Revenue | | | | | | | | | | | | |
| Total All Revenue | 3,307,953 | 3,228,090 | 79,863 | 2.5 | | | | | | | | |

TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Single-Piece Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Single-Piece Parcels and Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Presort Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Presort Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Presort Parcels and Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Flats | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Parcels | 133,224 | 161,685 | (28,461) | (17.6) | 55,793 | 73,978 | (18,185) | (24.6) | 18,354 | 24,529 | (6,175) | (25.2) |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outbound First-Class Mail International | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Letter-Post Single-Piece & NSA M. | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| First-Class Mail Fees | 293 | 285 | 8 | 2.9 | 0 | 1,930 | (1,930) | (100.0) | 0 | 0 | 0 | 0.0 |
| First-Class Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total First-Class Mail | 133,517 | 161,969 | (28,453) | (17.6) | 55,793 | 75,908 | (20,115) | (26.5) | 18,354 | 24,529 | (6,175) | (25.2) |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| High Density and Saturation Flats & Parcels | 78 | 265 | (188) | (70.8) | 155 | 553 | (398) | (71.9) | 69 | 259 | (190) | (73.2) |
| Carrier Route | 23 | 107 | (85) | (78.9) | 35 | 151 | (116) | (76.6) | 7 | 82 | (74) | (91.2) |
| Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Flats | 442 | 393 | 49 | 12.5 | 988 | 860 | 128 | 14.9 | 32 | 37 | (4) | (11.6) |
| Parcels | 20,572 | 196,914 | (176,342) | (89.6) | 20,770 | 214,109 | (193,340) | (90.3) | 6,542 | 92,481 | (85,939) | (92.9) |
| Every Door Direct Mail Retail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Standard Mail | 21,115 | 197,680 | (176,565) | (89.3) | 21,949 | 215,674 | (193,725) | (89.8) | 6,651 | 92,858 | (86,207) | (92.8) |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 28 | 33 | (5) | (16.6) | 185 | 208 | (24) | (11.3) | 89 | 114 | (25) | (22.2) |
| Outside County | 1,164 | 1,012 | 152 | 15.0 | 1,374 | 1,411 | (36) | (2.6) | 2,655 | 2,020 | 636 | 31.5 |
| Periodicals Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Periodicals Mail | 1,192 | 1,045 | 146 | 14.0 | 1,559 | 1,619 | (60) | (3.7) | 2,744 | 2,134 | 610 | 28.6 |
| Package Services Mail: | | | | | | | | | | | | |
| Parcel Post / Alaska Bypass | 248,021 | 237,798 | 10,224 | 4.3 | 22,434 | 22,449 | (15) | (0.1) | 153,320 | 148,556 | 4,763 | 3.2 |
| Inbound Intl. Surface Parcel Post (at UPU Rate: | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Service Agreement Ma | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Bound Printed Matter Flats | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Bound Printed Matter Parcels | 71,250 | 76,777 | (5,526) | (7.2) | 57,485 | 61,772 | (4,288) | (6.9) | 153,713 | 170,830 | (17,117) | (10.0) |
| Media and Library Mail | 71,389 | 75,516 | (4,127) | (5.5) | 21,602 | 23,853 | (2,251) | (9.4) | 54,337 | 60,120 | (5,783) | (9.6) |
| Package Services Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Package Services Mail | 390,660 | 390,090 | 570 | 0.1 | 101,520 | 108,075 | (6,555) | (6.1) | 361,369 | 379,506 | (18,137) | (4.8) |

PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------------------------------|-----------|---------|--------------------------------|---------------------------------|-----------------|---------|--------------------------------|---------------------------------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | FY 2012 over FY 2011 Percent |
| U.S. Postal Service Mail | 0 | 0 | 0 | 0 | 5,056 | 5,194 | (138) | (3) | 34,622 | 35,363 | (741) | (2) |
| Free Mail | 0 | 0 | 0 | 0 | 8,621 | 9,855 | (1,234) | (13) | 4,568 | 5,983 | (1,414) | (24) |
| Total Market Dominant Mail | 546,484 | 750,785 | (204,301) | (27) | 194,498 | 416,325 | (221,827) | (53) | 428,309 | 540,373 | (112,064) | (21) |
| Ancillary Services: | | | | | | | | | | | | |
| Certified Mail | | | | | | | | | | | | |
| Collect on Delivery | | | | | | | | | | | | |
| Delivery Confirmation | | | | | | | | | | | | |
| Insurance | | | | | | | | | | | | |
| Registered Mail | | | | | | | | | | | | |
| Return Receipts | | | | | | | | | | | | |
| Stamped Envelopes and Cards | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Money Orders | | | | | | | | | | | | |
| Post Office Box Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Additional Special Services | | | | | | | | | | | | |
| Total Market Dominant Services | | | | | | | | | | | | |
| Total Market Dominant Mail and Services | 546,484 | 750,785 | (204,301) | (27) | | | | | | | | |
| Other Market Dominant Revenue | | | | | | | | | | | | |
| Total Market Dominant Revenue | 546,484 | 750,785 | (204,301) | (27) | | | | | | | | |

**PARCEL MAIL
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)**

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|-----------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Express Mail: | | | | | | | | | | | | |
| Total Express Mail | | | | | | | | | | | | |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service 2/ | 280,162 | 191,361 | 88,801 | 46.4 | 130,368 | 91,462 | 38,906 | 42.5 | 44,973 | 32,332 | 12,641 | 39.1 |
| Standard Post Mail: | | | | | | | | | | | | |
| Total Standard Post | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 1,515,469 | 1,505,884 | 9,585 | 0.6 | 192,737 | 190,767 | 1,970 | 1.0 | 475,720 | 478,328 | (2,608) | (0.5) |
| Parcel Select Mail: | | | | | | | | | | | | |
| Total Parcel Select Mail | 521,640 | 255,002 | 266,638 | 104.6 | 359,509 | 134,916 | 224,594 | 166.5 | 633,159 | 544,288 | 88,871 | 16.3 |
| Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 28,831 | 26,581 | 2,250 | 8.5 | 11,829 | 10,705 | 1,124 | 10.5 | 37,324 | 35,415 | 1,910 | 5.4 |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | | | | | | | | | | | | |
| Outbound International Expedited Services | | | | | | | | | | | | |
| Other Outbound International Mail | | | | | | | | | | | | |
| Inbound International | | | | | | | | | | | | |
| International Mail Fees | | | | | | | | | | | | |
| Total International Mail | | | | | | | | | | | | |
| Total Competitive Mail | 2,346,102 | 1,978,828 | 367,274 | 18.6 | 694,444 | 427,850 | 266,594 | 62.3 | 1,191,176 | 1,090,362 | 100,814 | 9.2 |

PARCEL MAIL
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|-----------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Ancillary Services: | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Premium Forwarding Service | | | | | | | | | | | | |
| Intl. Money Orders & Money Transfer Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Special Services | | | | | | | | | | | | |
| Total Competitive Services | | | | | | | | | | | | |
| Total Competitive Mail and Services | 2,346,102 | 1,978,828 | 367,274 | 18.6 | 694,444 | 427,850 | 266,594 | 62.3 | 1,191,176 | 1,090,362 | 100,814 | 9.2 |
| Other Competitive Revenue | | | | | | | | | | | | |
| Total Competitive Revenue | 2,346,102 | 1,978,828 | 367,274 | 18.6 | 694,444 | 427,850 | 266,594 | 62.3 | 1,191,176 | 1,090,362 | 100,814 | 9.2 |

PARCEL MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---------------------------------------|-----------|-----------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|-----------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Total Market Dominant and Competitive | | | | | | | | | | | | |
| Total All Mail | 2,892,586 | 2,729,613 | 162,973 | 6.0 | 888,942 | 844,174 | 44,767 | 5.3 | 1,619,485 | 1,630,735 | (11,250) | (0.7) |
| Total All Services | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total All Mail and Services | 2,892,586 | 2,729,613 | 162,973 | 6.0 | 888,942 | 844,174 | 44,767 | 5.3 | 1,619,485 | 1,630,735 | (11,250) | (0.7) |
| Total All Other Revenue | | | | | | | | | | | | |
| Total All Revenue | 2,892,586 | 2,729,613 | 162,973 | 6.0 | | | | | | | | |

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|-----------|-----------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Stamped | 1,721,427 | 1,757,615 | (36,188) | (2.1) | 3,745,624 | 3,903,757 | (158,132) | (4.1) | 106,138 | 110,535 | (4,397) | (4.0) |
| Single-Piece Cards | 49,525 | 49,806 | (281) | (0.6) | 150,223 | 165,986 | (15,763) | (9.5) | 939 | 1,037 | (99) | (9.5) |
| Total Single-Piece Stamped and Cards | 1,770,952 | 1,807,421 | (36,469) | (2.0) | 3,895,848 | 4,069,743 | (173,896) | (4.3) | 107,077 | 111,573 | (4,496) | (4.0) |
| Presort Stamped | 57,904 | 60,579 | (2,675) | (4.4) | 154,093 | 163,842 | (9,749) | (6.0) | 6,571 | 6,770 | (200) | (2.9) |
| Presort Cards | 912 | 976 | (64) | (6.6) | 3,691 | 4,401 | (709) | (16.1) | 18 | 22 | (4) | (16.2) |
| Total Presort Stamped and Cards | 58,815 | 61,555 | (2,739) | (4.5) | 157,785 | 168,243 | (10,458) | (6.2) | 6,589 | 6,792 | (203) | (3.0) |
| Flats | 60,983 | 64,411 | (3,428) | (5.3) | 43,019 | 45,971 | (2,952) | (6.4) | 8,278 | 9,146 | (868) | (9.5) |
| Parcels | 14,782 | 15,715 | (933) | (5.9) | 7,345 | 8,411 | (1,066) | (12.7) | 1,846 | 2,101 | (256) | (12.2) |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outbound First-Class Mail International | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Letter-Post Single-Piece & NSA M. | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| First-Class Mail Fees | 340 | 293 | 47 | 16.2 | 0 | 3,800 | (3,800) | (100.0) | 0 | 0 | 0 | 0.0 |
| First-Class Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total First-Class Mail | 1,905,872 | 1,949,394 | (43,522) | (2.2) | 4,103,997 | 4,296,168 | (192,172) | (4.5) | 123,790 | 129,612 | (5,823) | (4.5) |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation Stamped | 2,131 | 2,222 | (90) | (4.1) | 17,157 | 17,749 | (592) | (3.3) | 533 | 567 | (34) | (6.0) |
| High Density and Saturation Flats & Parcels | 40 | 76 | (36) | (46.9) | 262 | 515 | (253) | (49.1) | 21 | 23 | (2) | (9.9) |
| Carrier Route | 284 | 181 | 103 | 56.6 | 1,219 | 800 | 420 | 52.5 | 111 | 63 | 48 | 77.0 |
| Stamped | 146,552 | 147,278 | (725) | (0.5) | 929,326 | 943,543 | (14,217) | (1.5) | 50,244 | 51,974 | (1,730) | (3.3) |
| Flats | 4,672 | 5,540 | (868) | (15.7) | 13,993 | 17,716 | (3,723) | (21.0) | 2,474 | 3,105 | (631) | (20.3) |
| Parcels | 95 | 328 | (233) | (71.1) | 66 | 436 | (370) | (84.8) | 14 | 41 | (26) | (64.7) |
| Every Door Direct Mail Retail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Fees | 0 | 53 | (53) | (100.0) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Standard Mail | 153,775 | 155,677 | (1,903) | (1.2) | 962,023 | 980,759 | (18,736) | (1.9) | 53,398 | 55,774 | (2,375) | (4.3) |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outside County | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Periodicals Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Periodicals Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Package Services Mail: | | | | | | | | | | | | |
| Parcel Post / Alaska Bypass | 2,972 | 3,508 | (536) | (15.3) | 342 | 408 | (66) | (16.1) | 1,542 | 1,885 | (343) | (18.2) |
| Inbound Intl. Surface Parcel Post (at UPU Rate: | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Service Agreement Ma | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Bound Printed Matter Flats | 0 | 17 | (17) | (100.0) | 0 | 7 | (7) | (100.0) | 0 | 4 | (4) | (100.0) |
| Bound Printed Matter Parcels | 21 | 25 | (4) | (16.5) | 8 | 8 | (1) | (8.1) | 13 | 25 | (12) | (48.2) |
| Media and Library Mail | 1,138 | 1,361 | (223) | (16.4) | 387 | 474 | (87) | (18.3) | 575 | 784 | (208) | (26.6) |
| Package Services Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Package Services Mail | 4,131 | 4,912 | (780) | (15.9) | 737 | 897 | (160) | (17.9) | 2,131 | 2,698 | (567) | (21.0) |

STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|-----------|-----------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| U.S. Postal Service Mail | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Free Mail | 0 | 0 | 0 | 0 | 47 | 9 | 37 | 396 | 2 | 0 | 2 | 2,972 |
| Total Market Dominant Mail | 2,063,778 | 2,109,983 | (46,206) | (2) | 5,066,803 | 5,277,834 | (211,031) | (4) | 179,320 | 188,084 | (8,764) | (5) |
| Ancillary Services: | | | | | | | | | | | | |
| Certified Mail | 7,805 | 5,960 | 1,845 | 31 | | | | | | | | |
| Collect on Delivery | 0 | 0 | 0 | 0 | | | | | | | | |
| Delivery Confirmation | 3,955 | 652 | 3,303 | 506 | | | | | | | | |
| Insurance | 0 | 0 | 0 | 0 | | | | | | | | |
| Registered Mail | 0 | 0 | 0 | 0 | | | | | | | | |
| Return Receipts | 2,908 | 2,945 | (38) | (1) | | | | | | | | |
| Stamped Envelopes and Cards | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Ancillary Services | 96 | 99 | (3) | (3) | | | | | | | | |
| International Ancillary Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Ancillary Services | 14,764 | 9,656 | 5,108 | 53 | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Money Orders | 0 | 0 | 0 | 0 | | | | | | | | |
| Post Office Box Service | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Other International Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Additional Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Market Dominant Services | 14,764 | 9,656 | 5,108 | 53 | | | | | | | | |
| Total Market Dominant Mail and Services | 2,078,541 | 2,119,639 | (41,098) | (2) | | | | | | | | |
| Other Market Dominant Revenue | | | | | | | | | | | | |
| Total Market Dominant Revenue | 2,078,541 | 2,119,639 | (41,098) | (2) | | | | | | | | |

**STAMPED MAIL
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)**

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Express Mail: | | | | | | | | | | | | |
| Total Express Mail | | | | | | | | | | | | |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service 2/ | 554 | 390 | 164 | 42.2 | 293 | 223 | 70 | 31.6 | 77 | 58 | 19 | 32.6 |
| Standard Post Mail: | | | | | | | | | | | | |
| Total Standard Post | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 29,105 | 31,273 | (2,169) | (6.9) | 4,437 | 5,019 | (581) | (11.6) | 6,432 | 7,502 | (1,069) | (14.3) |
| Parcel Select Mail: | | | | | | | | | | | | |
| Total Parcel Select Mail | 20 | 0 | 20 | 0.0 | 12 | 0 | 12 | 0.0 | 2 | 0 | 2 | 0.0 |
| Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | | | | | | | | | | | | |
| Outbound International Expedited Services | | | | | | | | | | | | |
| Other Outbound International Mail | | | | | | | | | | | | |
| Inbound International | | | | | | | | | | | | |
| International Mail Fees | | | | | | | | | | | | |
| Total International Mail | | | | | | | | | | | | |
| Total Competitive Mail | 29,679 | 31,663 | (1,984) | (6.3) | 4,743 | 5,242 | (499) | (9.5) | 6,511 | 7,560 | (1,049) | (13.9) |

**STAMPED MAIL
COMPETITIVE PRODUCTS**
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|----------------------|--------|-----------|---------|----------------------|--------|-----------------|---------|----------------------|--------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Amount | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Amount | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Amount |
| | | | Percent | | | | Percent | | | | Percent | |
| Ancillary Services: | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Premium Forwarding Service | | | | | | | | | | | | |
| Intl. Money Orders & Money Transfer Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Special Services | | | | | | | | | | | | |
| Total Competitive Services | | | | | | | | | | | | |
| Total Competitive Mail and Services | 29,679 | 31,663 | (1,984) | (6.3) | 4,743 | 5,242 | (499) | (9.5) | 6,511 | 7,560 | (1,049) | (13.9) |
| Other Competitive Revenue | | | | | | | | | | | | |
| Total Competitive Revenue | 29,679 | 31,663 | (1,984) | (6.3) | 4,743 | 5,242 | (499) | (9.5) | 6,511 | 7,560 | (1,049) | (13.9) |

STAMPED MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---------------------------------------|-----------|-----------|----------------------|---------|-----------|-----------|----------------------|---------|-----------------|---------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | |
| | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| Total Market Dominant and Competitive | 2,093,457 | 2,141,646 | (48,189) | (2.3) | 5,071,546 | 5,283,075 | (211,530) | (4.0) | 185,831 | 195,643 | (9,812) | (5.0) |
| Total All Mail | 14,764 | 9,656 | 5,108 | 52.9 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total All Services | 2,108,221 | 2,151,303 | (43,082) | (2.0) | 5,071,546 | 5,283,075 | (211,530) | (4.0) | 185,831 | 195,643 | (9,812) | (5.0) |
| Total All Mail and Services | | | | | | | | | | | | |
| Total All Other Revenue | | | | | | | | | | | | |
| Total All Revenue | 2,108,221 | 2,151,303 | (43,082) | (2.0) | | | | | | | | |

TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|-----------|-----------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Metered | 36,239 | 45,854 | (9,614) | (21.0) | 75,848 | 99,976 | (24,127) | (24.1) | 2,481 | 3,363 | (882) | (26.2) |
| Single-Piece Cards | 1,595 | 1,305 | 290 | 22.2 | 4,860 | 4,431 | 429 | 9.7 | 30 | 28 | 3 | 9.7 |
| Total Single-Piece Metered and Cards | 37,834 | 47,158 | (9,324) | (19.8) | 80,709 | 104,407 | (23,698) | (22.7) | 2,511 | 3,391 | (880) | (25.9) |
| Presort Metered | 1,142,383 | 1,236,617 | (94,234) | (7.6) | 3,149,199 | 3,489,158 | (339,960) | (9.7) | 168,302 | 184,710 | (16,408) | (8.9) |
| Presort Cards | 1,313 | 1,183 | 131 | 11.1 | 5,335 | 5,249 | 86 | 1.6 | 55 | 56 | (2) | (2.9) |
| Total Presort Metered and Cards | 1,143,697 | 1,237,800 | (94,103) | (7.6) | 3,154,534 | 3,494,408 | (339,873) | (9.7) | 168,357 | 184,766 | (16,409) | (8.9) |
| Flats | 54,164 | 62,538 | (8,374) | (13.4) | 68,772 | 78,089 | (9,317) | (11.9) | 7,243 | 8,711 | (1,468) | (16.8) |
| Parcels | 3,095 | 3,750 | (655) | (17.5) | 1,328 | 1,758 | (429) | (24.4) | 457 | 609 | (152) | (25.0) |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outbound First-Class Mail International | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Letter-Post Single-Piece & NSA M. | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| First-Class Mail Fees | 0 | 0 | 0 | 128.9 | 0 | 0 | (0) | (100.0) | 0 | 0 | 0 | 0.0 |
| First-Class Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total First-Class Mail | 1,238,790 | 1,351,246 | (112,457) | (8.3) | 3,305,343 | 3,678,661 | (373,318) | (10.1) | 178,568 | 197,477 | (18,909) | (9.6) |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation Metered | 381 | 468 | (88) | (18.7) | 2,650 | 3,339 | (689) | (20.6) | 90 | 97 | (7) | (7.2) |
| High Density and Saturation Flats & Parcels | 6 | 4 | 2 | 65.8 | 43 | 21 | 22 | 106.7 | 2 | 1 | 1 | 197.1 |
| Carrier Route | 123 | 150 | (27) | (17.9) | 572 | 733 | (161) | (22.0) | 23 | 97 | (74) | (76.2) |
| Metered | 88,234 | 87,683 | 551 | 0.6 | 503,014 | 502,519 | 495 | 0.1 | 27,754 | 30,395 | (2,641) | (8.7) |
| Flats | 2,852 | 3,618 | (766) | (21.2) | 7,665 | 10,190 | (2,525) | (24.8) | 1,463 | 2,139 | (675) | (31.6) |
| Parcels | 220 | 822 | (602) | (73.3) | 165 | 608 | (443) | (72.9) | 35 | 15 | 20 | 132.4 |
| Every Door Direct Mail Retail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Standard Mail | 91,815 | 92,745 | (930) | (1.0) | 514,110 | 517,410 | (3,301) | (0.6) | 29,368 | 32,743 | (3,375) | (10.3) |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outside County | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Periodicals Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Periodicals Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Package Services Mail: | | | | | | | | | | | | |
| Parcel Post / Alaska Bypass | 2,937 | 4,084 | (1,147) | (28.1) | 304 | 414 | (110) | (26.6) | 1,717 | 2,197 | (479) | (21.8) |
| Inbound Intl. Surface Parcel Post (at UPU Rate: | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Service Agreement Ma | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Bound Printed Matter Flats | 2 | 0 | 2 | 0.0 | 1 | 0 | 1 | 0.0 | 1 | 0 | 1 | 0.0 |
| Bound Printed Matter Parcels | 3 | 4 | (1) | (24.4) | 1 | 2 | (1) | (52.4) | 3 | 1 | 1 | 88.1 |
| Media and Library Mail | 878 | 1,153 | (275) | (23.9) | 285 | 398 | (112) | (28.3) | 668 | 837 | (169) | (20.2) |
| Package Services Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Package Services Mail | 3,820 | 5,241 | (1,421) | (27.1) | 591 | 813 | (223) | (27.4) | 2,389 | 3,035 | (646) | (21.3) |

METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|-----------|-----------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| U.S. Postal Service Mail | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Free Mail | 0 | 0 | 0 | 0 | 3 | 2 | 0 | 5 | 8 | 8 | (0) | (4) |
| Total Market Dominant Mail | 1,334,425 | 1,449,232 | (114,808) | (8) | 3,820,046 | 4,196,887 | (376,841) | (9) | 210,332 | 233,263 | (22,930) | (10) |
| Ancillary Services: | | | | | | | | | | | | |
| Certified Mail | 2,891 | 2,818 | 73 | 3 | | | | | | | | |
| Collect on Delivery | 0 | 0 | 0 | 0 | | | | | | | | |
| Delivery Confirmation | 2,127 | 309 | 1,818 | 589 | | | | | | | | |
| Insurance | 0 | 0 | 0 | 0 | | | | | | | | |
| Registered Mail | 0 | 0 | 0 | 0 | | | | | | | | |
| Return Receipts | 1,590 | 1,686 | (95) | (6) | | | | | | | | |
| Metered Envelopes and Cards | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Ancillary Services | 76 | 100 | (23) | (23) | | | | | | | | |
| International Ancillary Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Ancillary Services | 6,685 | 4,912 | 1,772 | 36 | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Money Orders | 0 | 0 | 0 | 0 | | | | | | | | |
| Post Office Box Service | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Other International Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Additional Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Market Dominant Services | 6,685 | 4,912 | 1,772 | 36 | | | | | | | | |
| Total Market Dominant Mail and Services | 1,341,109 | 1,454,145 | (113,035) | (8) | | | | | | | | |
| Other Market Dominant Revenue | | | | | | | | | | | | |
| Total Market Dominant Revenue | 1,341,109 | 1,454,145 | (113,035) | (8) | | | | | | | | |

**METERED MAIL
COMPETITIVE PRODUCTS**
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|----------------------|----------|-----------|---------|----------------------|----------|-----------------|---------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Percent |
| | | | Amount | | | | Amount | | | | Amount | |
| Express Mail: | | | | | | | | | | | | |
| Total Express Mail | | | | | | | | | | | | |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service 2/ | 315 | 409 | (94) | (22.9) | 155 | 237 | (82) | (34.7) | 49 | 57 | (7) | (13.1) |
| Standard Post Mail: | | | | | | | | | | | | |
| Total Standard Post | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 17,469 | 22,265 | (4,797) | (21.5) | 2,190 | 3,031 | (841) | (27.7) | 4,985 | 6,633 | (1,648) | (24.8) |
| Parcel Select Mail: | | | | | | | | | | | | |
| Total Parcel Select Mail | 425 | 3 | 422 | 13,339.4 | 276 | 1 | 275 | 24,006.0 | 120 | 2 | 117 | 5,376.6 |
| Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | | | | | | | | | | | | |
| Outbound International Expedited Services | | | | | | | | | | | | |
| Other Outbound International Mail | | | | | | | | | | | | |
| Inbound International | | | | | | | | | | | | |
| International Mail Fees | | | | | | | | | | | | |
| Total International Mail | | | | | | | | | | | | |
| Total Competitive Mail | 18,209 | 22,677 | (4,469) | (19.7) | 2,621 | 3,269 | (648) | (19.8) | 5,153 | 6,692 | (1,538) | (23.0) |

**METERED MAIL
COMPETITIVE PRODUCTS**
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Ancillary Services: | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Premium Forwarding Service | | | | | | | | | | | | |
| Intl. Money Orders & Money Transfer Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Special Services | | | | | | | | | | | | |
| Total Competitive Services | | | | | | | | | | | | |
| Total Competitive Mail and Services | 18,209 | 22,677 | (4,469) | (19.7) | 2,621 | 3,269 | (648) | (19.8) | 5,153 | 6,692 | (1,538) | (23.0) |
| Other Competitive Revenue | | | | | | | | | | | | |
| Total Competitive Revenue | 18,209 | 22,677 | (4,469) | (19.7) | 2,621 | 3,269 | (648) | (19.8) | 5,153 | 6,692 | (1,538) | (23.0) |

METERED MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---------------------------------------|-----------|-----------|----------------------|---------|-----------|-----------|----------------------|---------|-----------------|---------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | |
| | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| Total Market Dominant and Competitive | 1,352,633 | 1,471,910 | (119,276) | (8.1) | 3,822,667 | 4,200,156 | (377,488) | (9.0) | 215,485 | 239,954 | (24,469) | (10.2) |
| Total All Mail | 6,685 | 4,912 | 1,772 | 36.1 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total All Services | 1,359,318 | 1,476,822 | (117,504) | (8.0) | 3,822,667 | 4,200,156 | (377,488) | (9.0) | 215,485 | 239,954 | (24,469) | (10.2) |
| Total All Mail and Services | | | | | | | | | | | | |
| Total All Other Revenue | | | | | | | | | | | | |
| Total All Revenue | 1,359,318 | 1,476,822 | (117,504) | (8.0) | | | | | | | | |

TABLE 3-C
IBI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|----------------------|----------------------|-----------|-----------|----------------------|----------------------|-----------------|---------|----------------------|----------------------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | FY 2012 over FY 2011 | FY 2013 | FY 2012 | FY 2012 over FY 2011 | FY 2012 over FY 2011 | FY 2013 | FY 2012 | FY 2012 over FY 2011 | FY 2012 over FY 2011 |
| | | | Amount | Percent | | | Amount | Percent | | | Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece IBI | 1,009,937 | 1,065,960 | (56,023) | (5.3) | 2,132,961 | 2,297,685 | (164,723) | (7.2) | 74,482 | 80,677 | (6,195) | (7.7) |
| Single-Piece Cards | 27,337 | 26,955 | 381 | 1.4 | 83,856 | 89,778 | (5,923) | (6.6) | 524 | 561 | (37) | (6.6) |
| Total Single-Piece IBI and Cards | 1,037,273 | 1,092,915 | (55,642) | (5.1) | 2,216,817 | 2,387,463 | (170,646) | (7.1) | 75,006 | 81,238 | (6,232) | (7.7) |
| Presort IBI | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Presort Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Presort IBI and Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Flats | 372,743 | 397,525 | (24,782) | (6.2) | 245,000 | 265,221 | (20,221) | (7.6) | 55,787 | 60,592 | (4,805) | (7.9) |
| Parcels | 55,845 | 86,508 | (30,662) | (35.4) | 25,657 | 41,572 | (15,915) | (38.3) | 8,251 | 13,699 | (5,448) | (39.8) |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outbound First-Class Mail International | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Letter-Post Single-Piece & NSA M. | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| First-Class Mail Fees | 3 | 110 | (107) | (97.6) | 0 | 11 | (11) | (100.0) | 0 | 0 | 0 | 0.0 |
| First-Class Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total First-Class Mail | 1,465,864 | 1,577,058 | (111,193) | (7.1) | 2,487,474 | 2,694,267 | (206,792) | (7.7) | 139,045 | 155,530 | (16,485) | (10.6) |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation IBI | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| High Density and Saturation Flats & Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Carrier Route | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| IBI | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Flats | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Every Door Direct Mail Retail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Fees | 0 | 14 | (14) | (100.0) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Standard Mail | 0 | 14 | (14) | (100.0) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outside County | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Periodicals Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Periodicals Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Package Services Mail: | | | | | | | | | | | | |
| Parcel Post / Alaska Bypass | 71,565 | 68,587 | 2,978 | 4.3 | 7,406 | 7,547 | (141) | (1.9) | 33,356 | 30,902 | 2,455 | 7.9 |
| Inbound Intl. Surface Parcel Post (at UPU Rate: | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Service Agreement Ma | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Bound Printed Matter Flats | 144 | 122 | 22 | 18.1 | 60 | 57 | 3 | 4.9 | 54 | 53 | 0 | 0.9 |
| Bound Printed Matter Parcels | 262 | 231 | 31 | 13.6 | 79 | 85 | (6) | (7.0) | 164 | 168 | (4) | (2.2) |
| Media and Library Mail | 46,863 | 48,003 | (1,139) | (2.4) | 14,672 | 15,829 | (1,156) | (7.3) | 30,908 | 32,925 | (2,017) | (6.1) |
| Package Services Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Package Services Mail | 118,835 | 116,943 | 1,893 | 1.6 | 22,218 | 23,518 | (1,300) | (5.5) | 64,482 | 64,047 | 435 | 0.7 |

IBI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|-----------|-----------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| U.S. Postal Service Mail | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Free Mail | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Market Dominant Mail | 1,584,699 | 1,694,014 | (109,315) | (6) | 2,509,692 | 2,717,785 | (208,093) | (8) | 203,527 | 219,577 | (16,050) | (7) |
| Ancillary Services: | | | | | | | | | | | | |
| Certified Mail | 88,693 | 95,720 | (7,026) | (7) | | | | | | | | |
| Collect on Delivery | 0 | 0 | 0 | 0 | | | | | | | | |
| Delivery Confirmation | 19,627 | 12,560 | 7,066 | 56 | | | | | | | | |
| Insurance | 3,473 | 3,077 | 397 | 13 | | | | | | | | |
| Registered Mail | 0 | 0 | 0 | 0 | | | | | | | | |
| Return Receipts | 43,813 | 51,804 | (7,991) | (15) | | | | | | | | |
| IBI Envelopes and Cards | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Ancillary Services | 10,920 | 8,677 | 2,244 | 26 | | | | | | | | |
| International Ancillary Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Ancillary Services | 166,527 | 171,837 | (5,311) | (3) | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Money Orders | 0 | 0 | 0 | 0 | | | | | | | | |
| Post Office Box Service | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Other International Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Additional Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Market Dominant Services | 166,527 | 171,837 | (5,311) | (3) | | | | | | | | |
| Total Market Dominant Mail and Services | 1,751,226 | 1,865,852 | (114,626) | (6) | | | | | | | | |
| Other Market Dominant Revenue | | | | | | | | | | | | |
| Total Market Dominant Revenue | 1,751,226 | 1,865,852 | (114,626) | (6) | | | | | | | | |

IBI MAIL
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|----------------------|---------|-----------|---------|----------------------|---------|-----------------|---------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Percent |
| ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== | ===== |
| Express Mail: | | | | | | | | | | | | |
| Total Express Mail | | | | | | | | | | | | |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service 2/ | 222,512 | 149,117 | 73,395 | 49.2 | 103,867 | 71,608 | 32,259 | 45.0 | 35,465 | 23,896 | 11,570 | 48.4 |
| Standard Post Mail: | | | | | | | | | | | | |
| Total Standard Post | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 979,185 | 947,657 | 31,528 | 3.3 | 146,162 | 140,069 | 6,093 | 4.3 | 269,379 | 252,438 | 16,941 | 6.7 |
| Parcel Select Mail: | | | | | | | | | | | | |
| Total Parcel Select Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | | | | | | | | | | | | |
| Outbound International Expedited Services | | | | | | | | | | | | |
| Other Outbound International Mail | | | | | | | | | | | | |
| Inbound International | | | | | | | | | | | | |
| International Mail Fees | | | | | | | | | | | | |
| Total International Mail | | | | | | | | | | | | |
| Total Competitive Mail | 1,201,697 | 1,096,774 | 104,923 | 9.6 | 250,029 | 211,677 | 38,352 | 18.1 | 304,844 | 276,334 | 28,510 | 10.3 |

IBI MAIL
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Ancillary Services: | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Premium Forwarding Service | | | | | | | | | | | | |
| Intl. Money Orders & Money Transfer Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Special Services | | | | | | | | | | | | |
| Total Competitive Services | | | | | | | | | | | | |
| Total Competitive Mail and Services | 1,201,697 | 1,096,774 | 104,923 | 9.6 | 250,029 | 211,677 | 38,352 | 18.1 | 304,844 | 276,334 | 28,510 | 10.3 |
| Other Competitive Revenue | | | | | | | | | | | | |
| Total Competitive Revenue | 1,201,697 | 1,096,774 | 104,923 | 9.6 | 250,029 | 211,677 | 38,352 | 18.1 | 304,844 | 276,334 | 28,510 | 10.3 |

IBI MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---------------------------------------|-----------|-----------|----------------------|---------|-----------|-----------|----------------------|---------|-----------------|---------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | |
| | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| Total Market Dominant and Competitive | | | | | | | | | | | | |
| Total All Mail | 2,786,397 | 2,790,788 | (4,391) | (0.2) | 2,759,720 | 2,929,462 | (169,741) | (5.8) | 508,371 | 495,911 | 12,460 | 2.5 |
| Total All Services | 166,527 | 171,837 | (5,311) | (3.1) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total All Mail and Services | 2,952,923 | 2,962,626 | (9,702) | (0.3) | 2,759,720 | 2,929,462 | (169,741) | (5.8) | 508,371 | 495,911 | 12,460 | 2.5 |
| Total All Other Revenue | | | | | | | | | | | | |
| Total All Revenue | 2,952,923 | 2,962,626 | (9,702) | (0.3) | | | | | | | | |

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|----------------------|----------------------|-----------|---------|----------------------|----------------------|-----------------|---------|----------------------|----------------------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | FY 2012 over FY 2011 | FY 2013 | FY 2012 | FY 2012 over FY 2011 | FY 2012 over FY 2011 | FY 2013 | FY 2012 | FY 2012 over FY 2011 | FY 2012 over FY 2011 |
| | | | Amount | Percent | | | Amount | Percent | | | Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece PVI | 9,478 | 9,509 | (31) | (0.3) | 16,621 | 16,979 | (358) | (2.1) | 1,031 | 1,055 | (25) | (2.3) |
| Single-Piece Cards | 2 | 0 | 2 | 60,881.3 | 7 | 0 | 7 | 55,164.3 | 0 | 0 | 0 | 55,164.1 |
| Total Single-Piece PVI and Cards | 9,480 | 9,509 | (29) | (0.3) | 16,628 | 16,979 | (352) | (2.1) | 1,031 | 1,055 | (25) | (2.3) |
| Presort PVI | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Presort Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Presort PVI and Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Flats | 29,692 | 30,637 | (944) | (3.1) | 19,047 | 19,892 | (845) | (4.2) | 4,569 | 4,778 | (209) | (4.4) |
| Parcels | 72,680 | 68,429 | 4,251 | 6.2 | 29,727 | 31,129 | (1,403) | (4.5) | 9,749 | 10,136 | (388) | (3.8) |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outbound First-Class Mail International | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Letter-Post Single-Piece & NSA M. | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| First-Class Mail Fees | 0 | 10 | (10) | (100.0) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| First-Class Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total First-Class Mail | 111,853 | 108,585 | 3,268 | 3.0 | 65,401 | 68,001 | (2,600) | (3.8) | 15,348 | 15,970 | (622) | (3.9) |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation PVI | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| High Density and Saturation Flats & Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Carrier Route | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| PVI | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Flats | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Every Door Direct Mail Retail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Standard Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outside County | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Periodicals Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Periodicals Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Package Services Mail: | | | | | | | | | | | | |
| Parcel Post / Alaska Bypass | 153,890 | 146,756 | 7,134 | 4.9 | 13,072 | 13,040 | 32 | 0.2 | 90,169 | 87,074 | 3,096 | 3.6 |
| Inbound Intl. Surface Parcel Post (at UPU Rate: | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Service Agreement Ma | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Bound Printed Matter Flats | 0 | 11 | (11) | (100.0) | 0 | 5 | (5) | (100.0) | 0 | 4 | (4) | (100.0) |
| Bound Printed Matter Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Media and Library Mail | 18,971 | 20,518 | (1,546) | (7.5) | 5,520 | 6,131 | (611) | (10.0) | 15,816 | 17,476 | (1,660) | (9.5) |
| Package Services Mail Fees | 0 | 6 | (6) | (100.0) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Package Services Mail | 172,861 | 167,291 | 5,570 | 3.3 | 18,592 | 19,176 | (584) | (3.0) | 105,986 | 104,553 | 1,432 | 1.4 |

PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| U.S. Postal Service Mail | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Free Mail | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Market Dominant Mail | 284,714 | 275,875 | 8,839 | 3 | 83,993 | 87,177 | (3,183) | (4) | 121,334 | 120,523 | 811 | 1 |
| Ancillary Services: | | | | | | | | | | | | |
| Certified Mail | 30,781 | 30,774 | 7 | 0 | | | | | | | | |
| Collect on Delivery | 712 | 895 | (183) | (20) | | | | | | | | |
| Delivery Confirmation | 379 | 19,938 | (19,560) | (98) | | | | | | | | |
| Insurance | 28,328 | 28,455 | (127) | (0) | | | | | | | | |
| Registered Mail | 7,281 | 9,350 | (2,069) | (22) | | | | | | | | |
| Return Receipts | 16,120 | 16,688 | (568) | (3) | | | | | | | | |
| PVI Envelopes and Cards | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Ancillary Services | 2,664 | 2,530 | 134 | 5 | | | | | | | | |
| International Ancillary Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Ancillary Services | 86,264 | 108,631 | (22,367) | (21) | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Money Orders | 0 | 0 | 0 | 0 | | | | | | | | |
| Post Office Box Service | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Other International Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Additional Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Market Dominant Services | 86,264 | 108,631 | (22,367) | (21) | | | | | | | | |
| Total Market Dominant Mail and Services | 370,978 | 384,506 | (13,528) | (4) | | | | | | | | |
| Other Market Dominant Revenue | | | | | | | | | | | | |
| Total Market Dominant Revenue | 370,978 | 384,506 | (13,528) | (4) | | | | | | | | |

**PVI MAIL
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)**

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Express Mail: | | | | | | | | | | | | |
| Total Express Mail | | | | | | | | | | | | |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service 2/ | 0 | 26 | (26) | (100.0) | 0 | 12 | (12) | (100.0) | 0 | 4 | (4) | (100.0) |
| Standard Post Mail: | | | | | | | | | | | | |
| Total Standard Post | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 506,153 | 515,913 | (9,759) | (1.9) | 54,281 | 56,552 | (2,271) | (4.0) | 156,198 | 166,038 | (9,840) | (5.9) |
| Parcel Select Mail: | | | | | | | | | | | | |
| Total Parcel Select Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | | | | | | | | | | | | |
| Outbound International Expedited Services | | | | | | | | | | | | |
| Other Outbound International Mail | | | | | | | | | | | | |
| Inbound International | | | | | | | | | | | | |
| International Mail Fees | | | | | | | | | | | | |
| Total International Mail | | | | | | | | | | | | |
| Total Competitive Mail | 506,153 | 515,939 | (9,786) | (1.9) | 54,281 | 56,564 | (2,283) | (4.0) | 156,198 | 166,042 | (9,844) | (5.9) |

PVI MAIL
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Ancillary Services: | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Premium Forwarding Service | | | | | | | | | | | | |
| Intl. Money Orders & Money Transfer Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Special Services | | | | | | | | | | | | |
| Total Competitive Services | | | | | | | | | | | | |
| Total Competitive Mail and Services | 506,153 | 515,939 | (9,786) | (1.9) | 54,281 | 56,564 | (2,283) | (4.0) | 156,198 | 166,042 | (9,844) | (5.9) |
| Other Competitive Revenue | | | | | | | | | | | | |
| Total Competitive Revenue | 506,153 | 515,939 | (9,786) | (1.9) | 54,281 | 56,564 | (2,283) | (4.0) | 156,198 | 166,042 | (9,844) | (5.9) |

PVI MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---------------------------------------|-----------|---------|----------------------|---------|-----------|---------|----------------------|---------|-----------------|---------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | |
| | | | Amount | Percent | | | Amount | Percent | | | Amount | Percent |
| Total Market Dominant and Competitive | | | | | | | | | | | | |
| Total All Mail | 790,867 | 791,815 | (947) | (0.1) | 138,274 | 143,740 | (5,466) | (3.8) | 277,532 | 286,565 | (9,033) | (3.2) |
| Total All Services | 86,264 | 108,631 | (22,367) | (20.6) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total All Mail and Services | 877,132 | 900,446 | (23,314) | (2.6) | 138,274 | 143,740 | (5,466) | (3.8) | 277,532 | 286,565 | (9,033) | (3.2) |
| Total All Other Revenue | | | | | | | | | | | | |
| Total All Revenue | 877,132 | 900,446 | (23,314) | (2.6) | | | | | | | | |

TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|------------|------------|--------------------------------|---------|-----------------|-----------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece PERMIT | 151,664 | 170,191 | (18,527) | (10.9) | 326,232 | 375,884 | (49,652) | (13.2) | 14,051 | 16,132 | (2,080) | (12.9) |
| Single-Piece Cards | 12,298 | 12,238 | 60 | 0.5 | 38,664 | 42,418 | (3,754) | (8.9) | 279 | 307 | (28) | (9.2) |
| Total Single-Piece PERMIT and Cards | 163,962 | 182,429 | (18,468) | (10.1) | 364,897 | 418,303 | (53,406) | (12.8) | 14,330 | 16,439 | (2,109) | (12.8) |
| Presort PERMIT | 2,409,468 | 2,401,110 | 8,358 | 0.3 | 6,618,476 | 6,629,308 | (10,832) | (0.2) | 351,356 | 352,175 | (819) | (0.2) |
| Presort Cards | 152,583 | 145,049 | 7,533 | 5.2 | 635,393 | 661,117 | (25,724) | (3.9) | 5,187 | 5,398 | (211) | (3.9) |
| Total Presort PERMIT and Cards | 2,562,051 | 2,546,159 | 15,892 | 0.6 | 7,253,869 | 7,290,425 | (36,556) | (0.5) | 356,543 | 357,573 | (1,030) | (0.3) |
| Flats | 142,195 | 138,533 | 3,663 | 2.6 | 132,367 | 131,260 | 1,107 | 0.8 | 27,827 | 26,874 | 954 | 3.5 |
| Parcels | 8,077 | 12,928 | (4,852) | (37.5) | 3,297 | 6,080 | (2,783) | (45.8) | 1,074 | 1,808 | (733) | (40.6) |
| Domestic Negotiated Serv. Agreement Mail | 20,874 | 18,890 | 1,984 | 10.5 | 57,229 | 52,387 | 4,842 | 9.2 | 3,535 | 3,315 | 220 | 6.6 |
| Outbound First-Class Mail International | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Letter-Post Single-Piece & NSA M. | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| First-Class Mail Fees | 14,132 | 16,596 | (2,464) | (14.8) | 0 | 134,773 | (134,773) | (100.0) | 0 | 0 | 0 | 0.0 |
| First-Class Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total First-Class Mail | 2,911,290 | 2,915,536 | (4,246) | (0.1) | 7,811,660 | 8,033,228 | (221,568) | (2.8) | 403,310 | 406,008 | (2,698) | (0.7) |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation PERMIT | 202,184 | 182,914 | 19,271 | 10.5 | 1,449,633 | 1,338,807 | 110,826 | 8.3 | 58,019 | 55,867 | 2,152 | 3.9 |
| High Density and Saturation Flats & Parcels | 533,125 | 508,305 | 24,820 | 4.9 | 3,164,270 | 3,028,826 | 135,444 | 4.5 | 575,560 | 578,536 | (2,976) | (0.5) |
| Carrier Route | 790,918 | 676,688 | 114,230 | 16.9 | 3,312,209 | 2,796,401 | 515,808 | 18.4 | 647,859 | 621,372 | 26,487 | 4.3 |
| PERMIT | 2,163,931 | 2,187,953 | (24,023) | (1.1) | 11,116,776 | 11,209,990 | (93,214) | (0.8) | 543,086 | 582,910 | (39,824) | (6.8) |
| Flats | 596,235 | 615,687 | (19,452) | (3.2) | 1,615,465 | 1,680,040 | (64,575) | (3.8) | 395,627 | 421,639 | (26,012) | (6.2) |
| Parcels | 20,257 | 195,763 | (175,506) | (89.7) | 20,538 | 213,065 | (192,527) | (90.4) | 6,492 | 92,425 | (85,932) | (93.0) |
| Every Door Direct Mail Retail | 31,608 | 8,133 | 23,475 | 288.6 | 222,594 | 57,277 | 165,317 | 288.6 | 28,234 | 7,265 | 20,969 | 288.6 |
| Domestic Negotiated Serv. Agreement Mail | 55,046 | 47,488 | 7,559 | 15.9 | 264,887 | 230,130 | 34,757 | 15.1 | 11,342 | 10,672 | 670 | 6.3 |
| Inbound Intl. Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Fees | 0 | 1,005 | (1,005) | (100.0) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Standard Mail | 4,393,304 | 4,423,936 | (30,632) | (0.7) | 21,166,372 | 20,554,536 | 611,835 | 3.0 | 2,266,219 | 2,370,686 | (104,467) | (4.4) |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 17,156 | 17,492 | (336) | (1.9) | 155,231 | 161,929 | (6,698) | (4.1) | 49,275 | 50,597 | (1,322) | (2.6) |
| Outside County | 407,062 | 424,169 | (17,107) | (4.0) | 1,485,318 | 1,565,707 | (80,390) | (5.1) | 583,753 | 607,629 | (23,876) | (3.9) |
| Periodicals Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Periodicals Mail | 424,218 | 441,661 | (17,443) | (3.9) | 1,640,548 | 1,727,636 | (87,088) | (5.0) | 633,028 | 658,227 | (25,198) | (3.8) |
| Package Services Mail: | | | | | | | | | | | | |
| Parcel Post / Alaska Bypass | 16,205 | 14,748 | 1,457 | 9.9 | 1,299 | 1,112 | 186 | 16.8 | 26,035 | 26,003 | 33 | 0.1 |
| Inbound Intl. Surface Parcel Post (at UPU Rate: | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Service Agreement Ma | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Bound Printed Matter Flats | 50,143 | 51,580 | (1,437) | (2.8) | 65,481 | 67,154 | (1,673) | (2.5) | 99,860 | 100,881 | (1,021) | (1.0) |
| Bound Printed Matter Parcels | 70,609 | 76,053 | (5,444) | (7.2) | 57,292 | 61,511 | (4,219) | (6.9) | 153,185 | 170,211 | (17,026) | (10.0) |
| Media and Library Mail | 9,146 | 10,132 | (986) | (9.7) | 2,934 | 3,238 | (304) | (9.4) | 8,117 | 10,253 | (2,135) | (20.8) |
| Package Services Mail Fees | 0 | 186 | (186) | (100.0) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Package Services Mail | 146,102 | 152,698 | (6,596) | (4.3) | 127,005 | 133,015 | (6,010) | (4.5) | 287,198 | 307,348 | (20,150) | (6.6) |

PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|-----------|--------------------------------|---------|------------|------------|--------------------------------|---------|-----------------|-----------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| U.S. Postal Service Mail | 0 | 0 | 0 | 0 | 138 | 120 | 18 | 15 | 465 | 530 | (65) | (12) |
| Free Mail | 0 | 0 | 0 | 0 | 80 | 39 | 40 | 103 | 93 | 53 | 40 | 75 |
| Total Market Dominant Mail | 7,874,915 | 7,933,832 | (58,917) | (1) | 30,745,802 | 30,448,574 | 297,228 | 1 | 3,590,314 | 3,742,852 | (152,538) | (4) |
| Ancillary Services: | | | | | | | | | | | | |
| Certified Mail | 22,699 | 29,330 | (6,632) | (23) | | | | | | | | |
| Collect on Delivery | 419 | 662 | (242) | (37) | | | | | | | | |
| Delivery Confirmation | 19,390 | 43,838 | (24,449) | (56) | | | | | | | | |
| Insurance | 233 | 271 | (39) | (14) | | | | | | | | |
| Registered Mail | 395 | 489 | (94) | (19) | | | | | | | | |
| Return Receipts | 2,954 | 4,342 | (1,388) | (32) | | | | | | | | |
| PERMIT Envelopes and Cards | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Ancillary Services | 6,237 | 3,591 | 2,646 | 74 | | | | | | | | |
| International Ancillary Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Ancillary Services | 52,327 | 82,523 | (30,197) | (37) | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Money Orders | 0 | 0 | 0 | 0 | | | | | | | | |
| Post Office Box Service | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Other International Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Additional Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Market Dominant Services | 52,327 | 82,523 | (30,197) | (37) | | | | | | | | |
| Total Market Dominant Mail and Services | 7,927,241 | 8,016,355 | (89,114) | (1) | | | | | | | | |
| Other Market Dominant Revenue | | | | | | | | | | | | |
| Total Market Dominant Revenue | 7,927,241 | 8,016,355 | (89,114) | (1) | | | | | | | | |

**PERMIT IMPRINT MAIL
COMPETITIVE PRODUCTS**
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Express Mail: | | | | | | | | | | | | |
| Total Express Mail | | | | | | | | | | | | |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service 2/ | 68,309 | 56,537 | 11,772 | 20.8 | 32,090 | 27,664 | 4,426 | 16.0 | 10,688 | 10,099 | 589 | 5.8 |
| Standard Post Mail: | | | | | | | | | | | | |
| Total Standard Post | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 190,503 | 198,615 | (8,112) | (4.1) | 25,852 | 28,092 | (2,240) | (8.0) | 67,527 | 74,546 | (7,019) | (9.4) |
| Parcel Select Mail: | | | | | | | | | | | | |
| Total Parcel Select Mail | 520,219 | 252,457 | 267,761 | 106.1 | 359,124 | 134,640 | 224,484 | 166.7 | 632,779 | 543,575 | 89,204 | 16.4 |
| Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 28,831 | 26,581 | 2,250 | 8.5 | 11,829 | 10,705 | 1,124 | 10.5 | 37,324 | 35,415 | 1,910 | 5.4 |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | | | | | | | | | | | | |
| Outbound International Expedited Services | | | | | | | | | | | | |
| Other Outbound International Mail | | | | | | | | | | | | |
| Inbound International | | | | | | | | | | | | |
| International Mail Fees | | | | | | | | | | | | |
| Total International Mail | | | | | | | | | | | | |
| Total Competitive Mail | 807,861 | 534,190 | 273,671 | 51.2 | 428,895 | 201,101 | 227,794 | 113.3 | 748,318 | 663,634 | 84,683 | 12.8 |

**PERMIT IMPRINT MAIL
COMPETITIVE PRODUCTS**
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Ancillary Services: | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Premium Forwarding Service | | | | | | | | | | | | |
| Intl. Money Orders & Money Transfer Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Special Services | | | | | | | | | | | | |
| Total Competitive Services | | | | | | | | | | | | |
| Total Competitive Mail and Services | 807,861 | 534,190 | 273,671 | 51.2 | 428,895 | 201,101 | 227,794 | 113.3 | 748,318 | 663,634 | 84,683 | 12.8 |
| Other Competitive Revenue | | | | | | | | | | | | |
| Total Competitive Revenue | 807,861 | 534,190 | 273,671 | 51.2 | 428,895 | 201,101 | 227,794 | 113.3 | 748,318 | 663,634 | 84,683 | 12.8 |

PERMIT IMPRINT MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---------------------------------------|-----------|-----------|----------------------|---------|------------|------------|----------------------|---------|-----------------|-----------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | |
| | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| Total Market Dominant and Competitive | 8,682,776 | 8,468,021 | 214,755 | 2.5 | 31,174,697 | 30,649,675 | 525,022 | 1.7 | 4,338,631 | 4,406,486 | (67,855) | (1.5) |
| Total All Mail | 52,327 | 82,523 | (30,197) | (36.6) | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total All Services | 8,735,102 | 8,550,545 | 184,558 | 2.2 | 31,174,697 | 30,649,675 | 525,022 | 1.7 | 4,338,631 | 4,406,486 | (67,855) | (1.5) |
| Total All Mail and Services | | | | | | | | | | | | |
| Total All Other Revenue | | | | | | | | | | | | |
| Total All Revenue | 8,735,102 | 8,550,545 | 184,558 | 2.2 | | | | | | | | |

TABLE 3-F
OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Other | 6,855 | 5,760 | 1,095 | 19.0 | 14,459 | 12,650 | 1,808 | 14.3 | 555 | 421 | 134 | 32.0 |
| Single-Piece Cards | 209 | 206 | 3 | 1.3 | 575 | 705 | (130) | (18.4) | 4 | 4 | (1) | (18.4) |
| Total Single-Piece Other and Cards | 7,064 | 5,966 | 1,098 | 18.4 | 15,034 | 13,355 | 1,679 | 12.6 | 559 | 425 | 134 | 31.4 |
| Presort Other | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Presort Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Presort Other and Cards | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Flats | 1,673 | 2,058 | (385) | (18.7) | 1,005 | 1,376 | (371) | (27.0) | 269 | 318 | (49) | (15.4) |
| Parcels | 678 | 786 | (108) | (13.7) | 271 | 314 | (43) | (13.6) | 95 | 136 | (40) | (29.7) |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outbound First-Class Mail International | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Letter-Post Single-Piece & NSA M. | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| First-Class Mail Fees | 20 | 208 | (188) | (90.5) | 0 | 127 | (127) | (100.0) | 0 | 0 | 0 | 0.0 |
| First-Class Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total First-Class Mail | 9,435 | 9,019 | 417 | 4.6 | 16,310 | 15,172 | 1,137 | 7.5 | 923 | 879 | 44 | 5.0 |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation Other | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| High Density and Saturation Flats & Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Carrier Route | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Other | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Flats | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Parcels | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Every Door Direct Mail Retail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Serv. Agreement Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Standard Mail Dom. NSA Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Standard Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Outside County | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Periodicals Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Periodicals Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Package Services Mail: | | | | | | | | | | | | |
| Parcel Post / Alaska Bypass | 1,388 | 1,501 | (113) | (7.5) | 187 | 186 | 1 | 0.5 | 707 | 793 | (86) | (10.9) |
| Inbound Intl. Surface Parcel Post (at UPU Rate: | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Inbound Intl. Negotiated Service Agreement Ma | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Bound Printed Matter Flats | 45 | 48 | (3) | (5.9) | 23 | 23 | 1 | 2.9 | 36 | 29 | 7 | 25.0 |
| Bound Printed Matter Parcels | 355 | 464 | (108) | (23.4) | 105 | 167 | (62) | (36.9) | 348 | 425 | (76) | (17.9) |
| Media and Library Mail | 357 | 390 | (33) | (8.4) | 102 | 137 | (36) | (26.0) | 285 | 233 | 52 | 22.5 |
| Package Services Mail Fees | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total Package Services Mail | 2,146 | 2,403 | (257) | (10.7) | 417 | 513 | (96) | (18.7) | 1,376 | 1,479 | (103) | (6.9) |

OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| U.S. Postal Service Mail | 0 | 0 | 0 | 0 | 218,007 | 159,834 | 58,173 | 36 | 41,072 | 40,410 | 662 | 2 |
| Free Mail | 0 | 0 | 0 | 0 | 13,424 | 14,250 | (825) | (6) | 5,145 | 6,493 | (1,348) | (21) |
| Total Market Dominant Mail | 11,581 | 11,422 | 159 | 1 | 248,158 | 189,769 | 58,389 | 31 | 48,516 | 49,261 | (745) | (2) |
| Ancillary Services: | | | | | | | | | | | | |
| Certified Mail | 424 | 560 | (135) | (24) | | | | | | | | |
| Collect on Delivery | 0 | 0 | 0 | 0 | | | | | | | | |
| Delivery Confirmation | 424 | 110 | 314 | 287 | | | | | | | | |
| Insurance | 0 | 0 | 0 | 0 | | | | | | | | |
| Registered Mail | 0 | 0 | 0 | 0 | | | | | | | | |
| Return Receipts | 251 | 349 | (98) | (28) | | | | | | | | |
| Other Envelopes and Cards | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Ancillary Services | 34 | 81 | (48) | (58) | | | | | | | | |
| International Ancillary Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Ancillary Services | 1,133 | 1,100 | 34 | 3 | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Money Orders | 0 | 0 | 0 | 0 | | | | | | | | |
| Post Office Box Service | 0 | 0 | 0 | 0 | | | | | | | | |
| Other Domestic Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Other International Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Additional Special Services | 0 | 0 | 0 | 0 | | | | | | | | |
| Total Market Dominant Services | 1,133 | 1,100 | 34 | 3 | | | | | | | | |
| Total Market Dominant Mail and Services | 12,714 | 12,521 | 193 | 2 | | | | | | | | |
| Other Market Dominant Revenue | | | | | | | | | | | | |
| Total Market Dominant Revenue | 12,714 | 12,521 | 193 | 2 | | | | | | | | |

OTHER INDICIA MAIL*
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|----------------------|---------|-----------|---------|----------------------|---------|-----------------|---------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 | Percent |
| | | | Amount | | | | Amount | | | | Amount | |
| Express Mail: | | | | | | | | | | | | |
| Total Express Mail | | | | | | | | | | | | |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service 2/ | 119 | 105 | 14 | 13.2 | 58 | 44 | 15 | 33.1 | 22 | 15 | 7 | 46.0 |
| Standard Post Mail: | | | | | | | | | | | | |
| Total Standard Post | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 4,053 | 4,543 | (489) | (10.8) | 552 | 591 | (39) | (6.5) | 1,184 | 1,488 | (304) | (20.4) |
| Parcel Select Mail: | | | | | | | | | | | | |
| Total Parcel Select Mail | 977 | 2,546 | (1,569) | (61.6) | 96 | 275 | (179) | (64.9) | 259 | 711 | (453) | (63.6) |
| Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | | | | | | | | | | | | |
| Outbound International Expedited Services | | | | | | | | | | | | |
| Other Outbound International Mail | | | | | | | | | | | | |
| Inbound International | | | | | | | | | | | | |
| International Mail Fees | | | | | | | | | | | | |
| Total International Mail | | | | | | | | | | | | |
| Total Competitive Mail | 5,149 | 7,194 | (2,045) | (28.4) | 707 | 909 | (203) | (22.3) | 1,465 | 2,215 | (750) | (33.9) |

OTHER INDICIA MAIL*
COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---|-----------|---------|--------------------------------|---------|-----------|---------|--------------------------------|---------|-----------------|---------|--------------------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent | FY 2013 | FY 2012 | FY 2012 over FY 2011 Amount | Percent |
| Ancillary Services: | | | | | | | | | | | | |
| Other Domestic Ancillary Services | | | | | | | | | | | | |
| International Ancillary Services | | | | | | | | | | | | |
| Total Ancillary Services | | | | | | | | | | | | |
| Special Services: | | | | | | | | | | | | |
| Premium Forwarding Service | | | | | | | | | | | | |
| Intl. Money Orders & Money Transfer Service | | | | | | | | | | | | |
| Other Domestic Special Services | | | | | | | | | | | | |
| Other International Special Services | | | | | | | | | | | | |
| Total Special Services | | | | | | | | | | | | |
| Total Competitive Services | | | | | | | | | | | | |
| Total Competitive Mail and Services | 5,149 | 7,194 | (2,045) | (28.4) | 707 | 909 | (203) | (22.3) | 1,465 | 2,215 | (750) | (33.9) |
| Other Competitive Revenue | | | | | | | | | | | | |
| Total Competitive Revenue | 5,149 | 7,194 | (2,045) | (28.4) | 707 | 909 | (203) | (22.3) | 1,465 | 2,215 | (750) | (33.9) |

OTHER INDICIA MAIL*
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

| Service Category | REVENUE | | | | PIECES | | | | WEIGHT (Pounds) | | | |
|---------------------------------------|-----------|---------|----------------------|---------|-----------|---------|----------------------|---------|-----------------|---------|----------------------|---------|
| | Quarter 1 | | Change | | Quarter 1 | | Change | | Quarter 1 | | Change | |
| | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | | FY 2013 | FY 2012 | FY 2012 over FY 2011 | |
| | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| Total Market Dominant and Competitive | | | | | | | | | | | | |
| Total All Mail | 16,730 | 18,616 | (1,886) | (10.1) | 248,865 | 190,678 | 58,187 | 30.5 | 49,981 | 51,475 | (1,495) | (2.9) |
| Total All Services | 1,133 | 1,100 | 34 | 3.1 | 0 | 0 | 0 | 0.0 | 0 | 0 | 0 | 0.0 |
| Total All Mail and Services | 17,864 | 19,715 | (1,852) | (9.4) | 248,865 | 190,678 | 58,187 | 30.5 | 49,981 | 51,475 | (1,495) | (2.9) |
| Total All Other Revenue | | | | | | | | | | | | |
| Total All Revenue | 17,864 | 19,715 | (1,852) | (9.4) | | | | | | | | |

* Includes franked mail, armed forces free mail, absentee ballots, unauthorized penalty indicia, and pieces containing multiple indicia with no stamps.

TABLE 4
PERCENTAGE OF MAIL DELIVERED WITHIN SPECIFIED NUMBER OF DAYS FOR
STAMP AND METER MAIL
QUARTER 1 FY 2013

| GROUP | AVERAGE DAYS TO DELIVERY | 1 DAY | 2 DAYS | 3 DAYS | 4 DAYS | 5 DAYS | 6 DAYS | 7 DAYS | 8 DAYS | 9 DAYS | 10 DAYS |
|------------------------------|--------------------------------|-------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| All First-class Single Piece | 2 | 43.2 | 75.7 | 91.6 | 96.3 | 97.9 | 98.8 | 99.2 | 99.4 | 99.6 | 99.7 |
| Letters | 1.9 | 44.3 | 77.2 | 92.9 | 97 | 98.3 | 99.1 | 99.4 | 99.6 | 99.7 | 99.7 |
| Cards | 1.6 | 68.6 | 88 | 95.5 | 97.7 | 98.6 | 99 | 99.3 | 99.4 | 99.6 | 99.6 |
| Flats | 2.4 | 30.4 | 65.2 | 85.3 | 92.9 | 95.9 | 97.6 | 98.4 | 98.9 | 99.2 | 99.4 |
| Parcels/IPPS | 3 | 11 | 49.7 | 75.6 | 87.7 | 93.3 | 96.1 | 97.5 | 98.4 | 98.9 | 99.2 |
| All First-class Presort/Auto | 2.4 | 19.2 | 60.2 | 87.6 | 96.4 | 98.5 | 99.3 | 99.6 | 99.7 | 99.8 | 99.9 |
| Letters | 2.4 | 19.4 | 60.6 | 87.9 | 96.6 | 98.6 | 99.4 | 99.6 | 99.8 | 99.8 | 99.9 |
| Cards | 2.1 | 30.7 | 71.2 | 89.2 | 96.3 | 98.7 | 99.6 | 99.9 | 100 | 100 | 100 |
| Flats | 3 | 10.4 | 42.1 | 73.2 | 89.5 | 94.4 | 97.2 | 98.6 | 99.1 | 99.4 | 99.5 |
| Parcels/IPPS | 2.8 | 12.6 | 56 | 76.9 | 90.1 | 94.8 | 98 | 98.6 | 98.7 | 99.4 | 99.8 |
| All First-class Combined | 2.2 | 30.1 | 67.2 | 89.4 | 96.4 | 98.2 | 99.1 | 99.4 | 99.6 | 99.7 | 99.8 |
| Letters | 2.2 | 29.5 | 67.3 | 89.9 | 96.8 | 98.5 | 99.3 | 99.5 | 99.7 | 99.8 | 99.8 |
| Cards | 1.6 | 67.5 | 87.5 | 95.3 | 97.6 | 98.6 | 99 | 99.3 | 99.5 | 99.6 | 99.6 |
| Flats | 2.5 | 25.9 | 60 | 82.6 | 92.1 | 95.6 | 97.5 | 98.4 | 98.9 | 99.2 | 99.4 |
| Parcels/IPPS | 3 | 11 | 49.7 | 75.6 | 87.7 | 93.3 | 96.1 | 97.5 | 98.4 | 98.9 | 99.2 |
| All Package Services | 4.6 | 6.3 | 21.6 | 36.1 | 53.8 | 70.7 | 82.8 | 88.8 | 93.2 | 95.6 | 96.9 |
| Parcel Post | 4.9 | 6.4 | 20.2 | 32.8 | 49.9 | 67.9 | 80.8 | 86.8 | 91.3 | 94 | 95.7 |
| Bound Printed Matter | 4.3 | 5.1 | 27.4 | 51.3 | 63.7 | 77.2 | 80.2 | 82.9 | 91.9 | 97.5 | 98.8 |
| Media Mail | 4.6 | 5.3 | 20.3 | 36 | 54.2 | 71 | 83.2 | 89.6 | 94 | 96.4 | 97.4 |
| Library | 3.5 | 18.2 | 45.1 | 57.9 | 75.1 | 85.3 | 91.4 | 94.2 | 96.5 | 97 | 98.5 |

NOTE: Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

TABLE 5
INTRA-PDC AND INTER-PDC VOLUME AND AVERAGE DAYS TO DELIVERY BY MAIL CLASS FOR
STAMP AND METER MAIL
QUARTER 1 FY 2013

| CLASS OF MAIL | % INTRA-PDC VOLUME | INTRA-PDC AVG DELIVERY DAYS | % INTER-PDC VOLUME | INTER-PDC AVG DELIVERY DAYS |
|--------------------------|-----------------------|-----------------------------------|-----------------------|-----------------------------------|
| FIRST-CLASS SINGLE PIECE | 37.8 | 1.2 | 62.2 | 2.2 |
| FIRST-CLASS PRESORT/AUTO | 16.3 | 1.3 | 83.7 | 2.6 |
| ALL FIRST-CLASS MAIL | 30.4 | 1.2 | 69.6 | 2.4 |
| PARCEL POST SINGLE PIECE | 3.3 | 1.8 | 96.7 | 4.9 |
| BOUND PRINTED MATTER | 5.6 | 2 | 94.4 | 4.4 |
| MEDIA MAIL | 4.7 | 1.8 | 95.3 | 4.6 |
| LIBRARY RATE | 16.4 | 1.8 | 83.6 | 3.7 |

NOTE: Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to “stale” meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

TABLE 6
FIRST-CLASS SINGLE PIECE SERVICE
SERVICE COMMITMENT ACHIEVEMENT
STAMPED MAIL
QUARTER 1 FY 2013

| | EACH AREA AS | | ORIGIN | EACH AREA AS | | DESTINATION | |
|---|---|---|---|---|---|---|---|
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT | PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT | PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT | PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| NORTHEAST AREA | 97 | 87 | 93 | 97 | 85 | 81 | |
| EASTERN AREA | 97 | 96 | 91 | 97 | 97 | 93 | |
| WESTERN AREA | 98 | 97 | 90 | 98 | 97 | 94 | |
| PACIFIC AREA | 97 | 96 | 90 | 97 | 96 | 91 | |
| SOUTHWEST AREA | 98 | 98 | 92 | 98 | 98 | 92 | |
| GREAT LAKES | 97 | 98 | 93 | 97 | 97 | 94 | |
| CAPITAL METRO | 98 | 94 | 94 | 98 | 96 | 91 | |
| NATIONAL | 98 | 95 | 92 | 98 | 95 | 92 | |

NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

TABLE 7
FIRST-CLASS SINGLE PIECE SERVICE
SERVICE COMMITMENT ACHIEVEMENT
METERED MAIL
QUARTER 1 FY 2013

| | EACH AREA AS | | ORIGIN | EACH AREA AS | | DESTINATION | |
|----------------|---|---|---|---|---|---|-------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| | PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT | PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT | PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT | PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT | |
| | ----- | ----- | ----- | ----- | ----- | ----- | |
| NORTHEAST AREA | 79 | 80 | 74 | 79 | 80 | 72 | |
| EASTERN AREA | 79 | 85 | 84 | 79 | 84 | 81 | |
| WESTERN AREA | 87 | 90 | 81 | 87 | 91 | 83 | |
| PACIFIC AREA | 79 | 84 | 78 | 79 | 84 | 81 | |
| SOUTHWEST AREA | 81 | 88 | 81 | 81 | 88 | 80 | |
| GREAT LAKES | 79 | 87 | 80 | 79 | 87 | 81 | |
| CAPITAL METRO | 79 | 85 | 83 | 79 | 85 | 80 | |
| NATIONAL | 81 | 85 | 80 | 81 | 85 | 80 | |

NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

TABLE 8
FIRST-CLASS SINGLE PIECE SERVICE
SERVICE COMMITMENT ACHIEVEMENT
STAMPED AND METERED MAIL
QUARTER 1 FY 2013

| | EACH AREA AS | | ORIGIN | EACH AREA AS | | DESTINATION | |
|---|---|---|---|---|---|---|---|
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT | PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT | PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT | PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| NORTHEAST AREA | 89 | 84 | 84 | 89 | 83 | 77 | |
| EASTERN AREA | 90 | 92 | 88 | 90 | 92 | 88 | |
| WESTERN AREA | 94 | 94 | 87 | 94 | 95 | 90 | |
| PACIFIC AREA | 89 | 91 | 85 | 89 | 91 | 86 | |
| SOUTHWEST AREA | 90 | 94 | 88 | 90 | 94 | 87 | |
| GREAT LAKES | 90 | 94 | 88 | 90 | 94 | 89 | |
| CAPITAL METRO | 90 | 91 | 89 | 90 | 92 | 87 | |
| NATIONAL | 90 | 91 | 87 | 90 | 91 | 87 | |

NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

TABLE 9
FIRST-CLASS PRESORT SERVICE
SERVICE COMMITMENT ACHIEVEMENT
METERED MAIL
QUARTER 1 FY 2013

| | EACH AREA AS | | ORIGIN | EACH AREA AS | | DESTINATION | |
|----------------|---|---|---|---|---|---|-------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| | PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT | PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT | PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT | PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT | PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT | |
| | ----- | ----- | ----- | ----- | ----- | ----- | |
| NORTHEAST AREA | 75 | 84 | 74 | 75 | 84 | 77 | |
| EASTERN AREA | 68 | 82 | 80 | 68 | 83 | 82 | |
| WESTERN AREA | 88 | 93 | 83 | 88 | 94 | 82 | |
| PACIFIC AREA | 66 | 88 | 76 | 66 | 88 | 83 | |
| SOUTHWEST AREA | 85 | 89 | 83 | 85 | 89 | 79 | |
| GREAT LAKES | 66 | 88 | 78 | 66 | 87 | 79 | |
| CAPITAL METRO | 66 | 82 | 82 | 66 | 79 | 78 | |
| NATIONAL | 76 | 86 | 80 | 76 | 86 | 80 | |

NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.